The Commercial Car Journal

VOLUME XXVII PHILADELPHIA, MAY 15, 1924 NUMBER 3

"Business is Better"— Says Veteran Distributor

Neumann Has Handled One Make Since 1909. Shows 100 Per Cent Sales Increase Over Last Year

Sales Manager Tells How He Sells Trucks

By D. G. BAIRD

BACK in 1899, soon after completing his course in mechanical and electrical engineering at the University of Michigan, Mr. Neumann became sales manager for William Metzger, one of the first men ever to take on a dealer's franchise. That was 24 years ago and Neumann has been selling automotive vehicles continuously in the same city ever since. He has been a dealer or distributor for 20 years, 18 of which he has spent in his present location at 6022 Woodward Avenue, Detroit. He is at present, and has been since 1909, distributor of Pierce-Arrow passenger cars and trucks. He is also distributor of the Columbia Six and Baker industrials and is a Willys-Overland dealer—quite an active program for "an old man."

Mr. Neumann now has two sons engaged in business with him and his firm is known as William F. V. Neumann and Sons, but he himself is "on the job" every day from eight in the morning till "most any time at night," and he is still doing business. He is doing so much business, in fact, that his truck sales for the first three months of the current year show an increase of more than 100 per cent over the same period of last year and all indications point to a continuation of the present pace throughout the year.

THE experience of Wm. F. V. Neumann, of Detroit, who has handled one make of truck continuously for fifteen years and still is going strong, should be especially interesting to those dealers who are newcomers in the field.

Still the Best Policy

Honest dealing, both with the manufacturers and with the public, he says, has been chiefly responsible for such success as he has achieved. "I know in my own heart," he declares simply, "that I have never made a crooked deal. On the other hand, more than once I have placed a customer's interests before my own and have advised him accordingly. That is why we now have a reputation for honest dealing, honest service, and honest advice.

"Speaking specifically of trucks, when we employed our present truck sales manager, the one thing I emphasized in my instructions to him was honest dealing. I told him never under any circumstances to misrepresent our product, our policies, our terms, our service, or anything else; that if he did make a mistake and tell a prospect something that was not correct, to tell us about it and we would make good, but that we would not tolerate deliberate misrepresentation of any kind. He has adhered to this policy and that is one reason why he has been one of the most successful truck men in the country. He considers the customer's interests first, and as a result, his own interests are promoted.

"Service is perhaps the most important factor in the truck business, outside the product itself. Service is more important in the truck business than in the passenger car line. The owner of a truck values its use at so many dollars a day and every day that truck has to stand idle in a service station means just that many dollars lost. Trucks must be kept going.

"For this reason, we have worked out some service features that we think are unusual. It takes some time, for example, to grind a crankshaft and fit the bearings so we have several crankshafts with the bearings already fitted always on hand. It takes some time to repair a radiator, so we lend the customer a radiator while his is being repaired. We do the same with carburetors, ignition systems, steering columns, wheels and bearings. We are working out a plan now to have complete engines ready to exchange with customers while theirs are being repaired. We make a small charge for this loan service, or unit repair, as we call it, but it is an incalculable service to our customers and they appreciate it.

"We are prepared to go anywhere and do a job of this kind, leaving the repaired truck to go right along with its work without even coming to the service station. Last summer, for example, a man's tires got hot and one of them came right off way out on the road. We sent our service truck right out with a complete wheel, bearings, and tire, exchanged with him, and left him to go right ahead with his work while we repaired his wheel.

Inspection Service

"Then we have an inspector who inspects new trucks. We don't depend on the owner or driver to bring his truck

to the service station for inspection; we send this man right out to stop the truck wherever he finds it and make his inspection. He makes out an inspection report in duplicate, has the driver sign it, and mails a copy to the owner. We make sure that none of our trucks is going to get in bad shape for lack of a little attention at the proper time, and the owner knows that we are taking care of him.

"We also install a record system for each owner, whereby he keeps an accurate check on just what his truck is costing him.

"Now, as to how we sell trucks, our sales manager, Mr. K. V. Schwarz, has charge of that and can tell you more about it, perhaps, than I can. He's one of the best truck men in the country—wish I had some more like him."

Mr. Schwarz was found to have some ideas of his own about selling, but emphasized Mr. Neumann's policy of considering the customer's interests first. He recited, in substance, Mr. Neumann's instructions, which have already been quoted, and cited several examples of how sacrificing his own immediate interests works out to his advantage in the end.

"Our purpose," he said, "is not merely to sell trucks; it is to help the truck owner do his work as efficiently as possible. By using high-pressure methods such as some salesmen use, we might sell some trucks that we don't sell, but we would not sell as many trucks in the long run. We take the position that we are in business to stay and we know that a satisfied customer is the best advertisement any business man can have. We therefore make it a point to know our product, to know our competitors' product, and to know our prospect's problems, then to give him honest advice and back it up with facts. We sell him not only our product, **but on our house, our service and ourselves.**

"The customer's interests come first. Recently a man came to the salesroom and announced that he wanted to buy a Pierce-Arrow truck. He was going in the trucking business and he was already sold on the Pierce-Arrow because he used to work in Buffalo and he knew something about the factory. He had the money to make his down payment and I could have closed the deal with him right then, but I didn't. I made some inquiries, instead. I saw that he didn't look like a truckman, so I asked him what he was doing at the time. He was working in the office of the Ford Motor Company. I asked him whether he had ever driven a truck and he admitted he had not. I asked him what he expected to do with his truck when he got it and he said he expected to get a trucking contract and probably hire a man to drive it, while he held his job, at least for a while. Other conversation convinced me that he would be wasting his money to put it in a truck and I told him frankly that I would not advise him to buy a truck.

"He couldn't understand my position. Finally he said: 'Tell, me, Mr. Schwarz, what do they pay you here?

"I told him I worked on a commission; that if I sell a truck, I get a commission, if I don't sell a truck, I don't get anything.

" 'Then why don't you sell me a truck?' he wanted to know.

"I explained that he was not the type of man to succeed in the trucking business, and went on to explain what is required of a man in such work.

" 'You're right,' he said. 'I have no business fooling with a truck, but I've got a brother-in-law who's the very kind of a man you describe. We'll go in together—I'll furnish the money and he'll handle the truck.'

"I told him to bring his brother-in-law in and we'd talk the matter over, which we did. The other fellow appeared to be fitted for the work, so I told him to get his contract and I'd sell them the truck. I also gave them some help in getting a contract hauling milk and now those men have implicit confidence in me and in W. F. V. Neumann's.

"Another man came in last summer and wanted to buy five trucks equipped for road work. He too had the money to make his down payment and he already had his trucking contract.

Wm. F. V. Neumann

K. V. Schwarz

WE make it a point to know our product, to know our competitor's product, and to know our prospect's problems, then to give him honest advice and back it up with facts. We sell him on our house, our service and ourselves.

"I asked him what he was going to do during the winter and he thought he would be able to get something else; at any rate, he said, the road work would last till up in December and everything would be all right. I didn't think so and eventually I told him I would sell him five trucks, but not with that kind of equipment, explaining that the chances were he would be out of work all winter and his trucks standing idle.

"He became somewhat indignant because I wouldn't sell him the trucks and he went right down to a competitor's and bought them. Early in November he came in and tried to sell them to us. He still owed $2600 on each truck and his work was done. That competitor has the trucks now and the poor fellow's money is gone."

This policy, Mr. Schwarz emphasizes, is not followed through any mere spirit of philanthropy, but it is pursued because it is best in the end. He wants people to say: "Go to Neumann's they'll give you honest advice and you can depend on what they tell you."

On the other hand, he recognizes the necessity of employing the best principles of salesmanship and insists that this is one of them.

"Know all you can about the prospect and his business," he urges, "then try to help him solve his problems. Suggest rather than dictate. Instead of saying, 'You should do so and so,' say, 'Don't you think it would be well to do so and so.'

"Find something in common with the prospect and use that to get him favorably disposed toward you personally. I recently made a sale almost wholly because I was able to speak German with the prospect. I hadn't spoken the language for eleven years and I made quite a mess of it, but I managed to get along and that one circumstance so won the prospect's confidence that making the sale was merely routine. He even left to me the matter of sending him the kind of truck he needed.

"Make out a schedule of calls and follow it. If you don't you'll find yourself working in a circle and getting nowhere."

"Work regular hours and always be prompt in keeping appointments, no matter under what circumstances. Impress the customer with the fact that yours is a real business organization."

Buses are rapidly coming into favor and have a bright future, according to Mr. Schwarz, who declares he has sold 12 in the past two months and has live prospects for 15 others already. The Pierce-Arrow bus just came out in January. Of the 12 sold, four were funeral cars that run up close to $13,000 each. He has verbal orders for four other funeral cars. The bus companies are operating more and more extensively following regular schedules from Detroit to all surrounding towns and cities, and are coming to realize, Mr. Schwarz says, that it is economy to buy the best equipment.

How the Body Helps This Dealer Sell Motor Trucks

This Dealer Sells the Job Complete Body and All

Salesroom and Body Shop Are Next to Each Other

By JAMES W. COTTRELL

MORE sales in one year than previous dealers had sold in any five years in the same territory. And this in the first year of experience as truck dealers. Only one trade-in car on the floor per day in the last week in March.

That is surely some record!

This record in truck salesmanship was made by Royal Bros., White dealers in Atlantic City, N. J. They started selling Whites in October 1922 and at the time of the last report they received on comparative standing of dealers in the Philadelphia branch territory, they stood third.

It is rather surprising for those who go to Atlantic City, or know it only as the "Playground of the World" to learn that there is a business side to the city and that the caring for the many visitors brings activity to many different lines of business. At first thought it does not seem like a particularly good field for truck sales.

Sell Yourself First

Mr. Paul Royal, who has charge of sales for the firm, explained how he had been able to make a success of selling trucks. "I never sold anything," he said, "until I sold White trucks. It was a new thing to me to start out and sell trucks. I didn't know who to see or what to say. But **to sell yourself on the idea** is the first thing to do. We sold more trucks the first year than had been sold in any five years before that time by the previous dealers for our line. And we did it simply **because we could sell the right bodies with the trucks.** A dealer can't sell trucks alone, **he must sell everything with the truck.**

"We started in business in 1914, doing body building and general blacksmith work and we therefore knew about bodies and were able to make them for our truck customers."

I asked Mr. Royal if he had made any sales directly due to his knowledge about bodies or his ability to supply them to order. He gave me several illustrations which show clearly that the body is often the deciding factor in closing a sale.

Mr. Royal heard that a certain man had made up his mind to buy a new truck. He went to see him and the conversation ran like this.

Mr. Royal: "What kind of a body are you figuring on?"

Prospect: "I don't know. The truck people don't know where to get a body.

Mr. Royal: "The body is very important for you. I know that you are handling stone, that is what you want the truck for. Do you know that you can load two tons of stone in a space four feet square?"

Prospect: "No. What kind of body do I need?"

Then Mr. Royal explained the type of body which should be used in hauling stone, as the prospect intended. He also suggested that the prospect adopt a distinctive color for his truck so that anyone could tell the ownership of the truck at a glance. Mr. Royal had a paint color card with him (he always does), and with the help of the prospect's wife the color was selected. So was the body and the truck and Mr. Royal came away with the order.

Using the Foot Rule

A different kind of problem was presented in connection with the armored car of the Second National Bank of Atlantic City. They had an armored steel car or "Auto Bank" mounted on a chassis which they decided to replace with another. As the body represented an investment of over $2,000 they wished to use the body on a new chassis. Several of the Atlantic City dealers went after the order. Each one was asked if the body could be fitted on the chassis they offered. The usual reply was that a body builder would have to be consulted to find out about this point.

When Mr. Royal went to see the bank people he met the question "Do you sell a chassis that will fit our body."

The answer was "yes."

"Have you any suggestions to make?"

"Yes. Why not bring your old body up-to-date. Put a full vestibulte front on it and it will be more servicable and look better."

"How much will that cost?" Mr. Royal had an estimate all ready and he secured the order for the alterations in the body and the new chassis in a thirty minute interview with the bank officials. A rather important detail of the story of this sale is the fact that Mr. Royal measured the old body to see if it would fit the chassis he was selling, and estimated the changes in the body, before he went to see the bank people.

Another chassis and body sold together was the case with an order from the city for a Police Patrol. The whole argument in this case was a "Buy at Home" one. An Atlantic City built body was offered with the White chassis.

Fitting the Body to the Load

Advice about body building to a firm wishing to build their own truck body brought another sale to this firm. Mr. Royal went to see the Atlantic City Sign Co., whose business is erecting and painting sign boards. He asked what kind of a body they wanted and they replied that they did not know. They expected to build the body themselves but did not know just what sort of body to build. They explained that they wanted to carry the lumber and material for a sign 10 feet by 50 feet in one load. A sign of this size is a one day's job for the gang usually sent out on this work. Mr. Royal suggested that the material be laid out on the floor and then piled up the way it

could best be loaded on a truck. This was done and it was an easy matter to measure the size of body required. Mr. Royal gave some suggestions as to the way it should be built and got the order for the chassis.

Carrying out a customer's idea for a body brought another sale. The Empire Coat, Apron and Towel Supply Co. was considering buying a truck. Mr. Royal was told by the proprietor that if he could get the kind of a body he wanted he would buy a White model 15. He was asked what kind of a body he had in mind. He explained it with a rough sketch. Mr. Royal went back to the shop and made a full size drawing of a body as nearly like the sketch submitted as possible. Then the prospect was asked to come over and see the plans. He looked them over, took a lot of measurements and said that he was satisfied and he ordered the chassis and the body. And he has been a very well satisfied customer because the body is of his own design.

Too Much Body Length

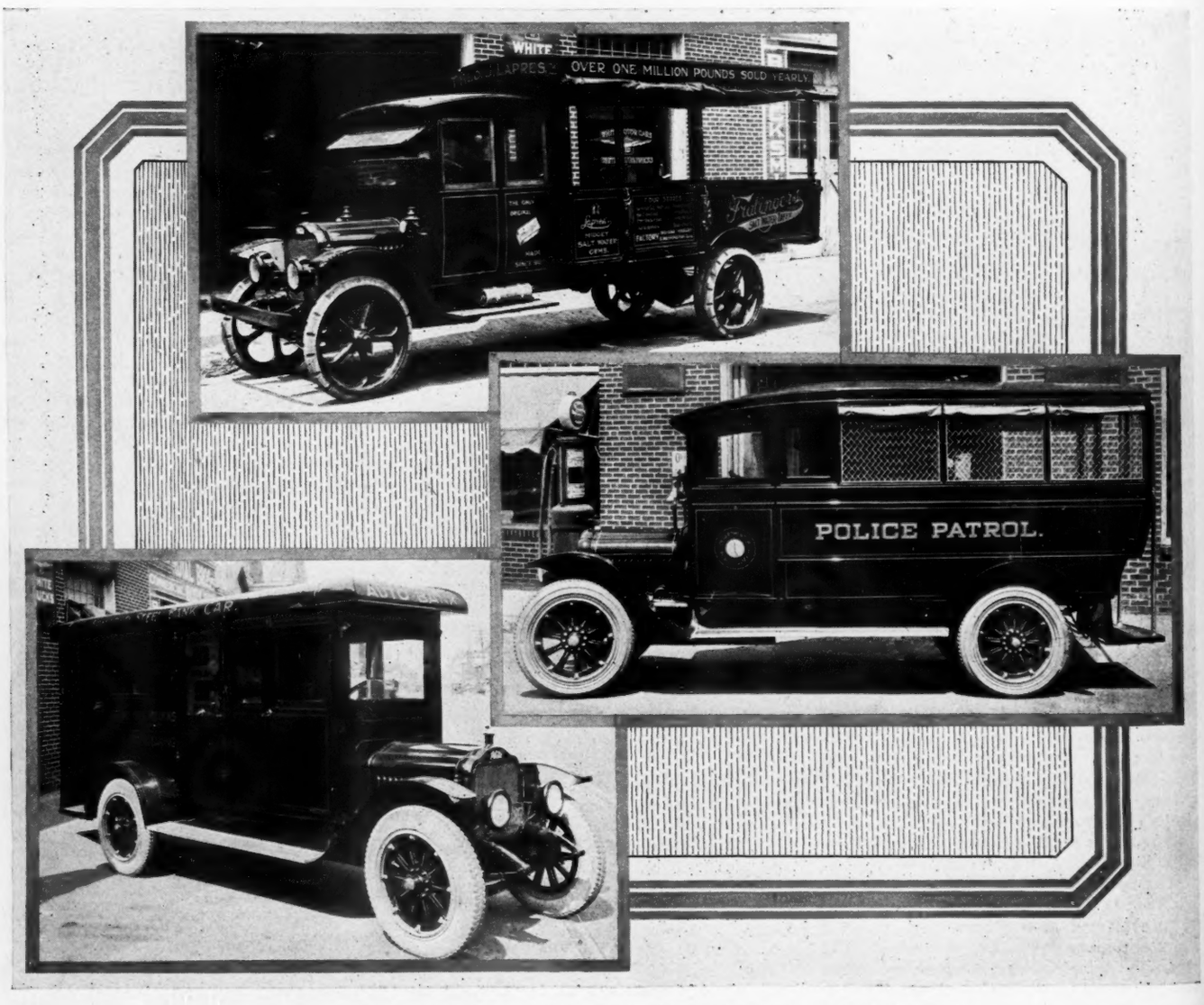
Still another case illustrates the vital necessity of having the truck body fit the truck and the job. The Taylor Packing Company, packers of meat products, had a two-ton White with pneumatic tires. The truck was very hard on the rear tires. They gave a lot of trouble and did not last long. Several tire people expressed different opinions. Finally the White dealer was asked for his view. He blamed the trouble on the excessive overhang of the body. So the chassis was traded in for one with a longer wheelbase. This was tried out for a year and the results showed that the remedy had been found. At the end of the year the other chassis belonging to the company was traded in for one with a longer wheelbase.

The offering of a complete transportation unit of truck chassis and body is an effective way of meeting keen competition. This was shown to Royal Bros., in a sale to Theo. J. Lapres, Inc., manufacturers of salt water taffy. Lettering on their truck shows sales of more than 1,000,000 pounds a year and a large part of this is shipped by parcel post. In the face of keen competition Mr. Royal secured the order for a truck by quoting price on chassis and body together and offering for sale a complete unit.

Sometimes big sales records "don't mean anything" because "long" trade-ins have brought about the sales and dealers have a lot of money tied up in used trucks or have lost money on them. So, I put the question of trade-ins point blank to Mr. Royal. He said that he had only one trade-in on the floor to sell and then he explained how he handled the trade-in problem.

"The trouble with a lot of salesmen is that the prospect sells him the used truck rather than him selling the new truck. My motto is 'Sell your stuff, don't buy the other fellows.' Almost every business man is fair-minded. When we get into a trade proposition we always say, 'Will you be satisfied with the Philadelphia market value for your used truck?' We get the prospect to agree to that. Then we get the figures from Philadelphia and show them to the prospect. Sometimes we lose sales on trade-ins but we stick to this rule."

That sales can be brought about by inducing customers to install cost systems in their trucking departments has been shown in several instances with Royal Bros. customers.



Some of the Bodies Built and Sold by Royal Brothers. Details in Text

A Truck Display That SOLD THE GOODS

The Truck Chassis Cannot be Sold by Hiding It in the Store Room. Put a Body on It and Give It a Prominent Place on the Sales Floor

By L. BOUCHIER

Dave Geddes
The Sales Manager

THE average car dealer assumes a lukewarm attitude towards the motor truck. When he is required to take a certain number of trucks with his yearly quota of passenger cars, he is very apt to throw up his hands in horror and helplessness. All too often the truck department is considered a drag on the profit producing department—the new car sales. That is, if the dealer **hasn't learned how to merchandise light trucks with his line of passenger cars.**

Up until this year the Means-Chevrolet Co., Chevrolet dealer at Des Moines, Ia., was no exception to the general run of passenger car dealers. When trucks were mentioned to any member of the sales force, an argument was started. Back in one corner of the storage floor, a collection of new trucks was gathering dust and tying up capital. Dave Geddes, sales manager of the company, was called into consultation.

"What in heaven's name are we going to do with those trucks, Dave?" the boss asked. "I'm tired of stumbling over them and seeing them bob up on the inventory. Can't we sell them or give them away?"

Dave Geddes scratched the bald spot on the top of his head.

"Let me have my way for three weeks," he requested. "We'll sell them or break a leg!"

"Go to it!" said the boss in desperation.

More scratching of the bald spot was in order. A truck letter was drawn up, revamped, rewritten and finally mailed out to 1200 names on the commercial list of the Means-Chevrolet company. A copy of the letter was sent to practically every contractor, every grocery store, every person or firm in Des Moines having use for a truck.

The letter simply announced that the salesroom of the Means company was to be converted into a Special Truck Display for a period of three weeks and extended an invitation to visit the exhibit.

Now a car salesman, no matter how loyal he may be to his employer, is primarily interested in the size of the commission check he receives at the end of the month. Dave Geddes' men are no exception. Their experience with trucks had not been very profitable. They united in one vigorous and heart rendering howl.

Geo. Means, President — Phone Market 84

Means-Chevrolet Sales Company
Walnut at 11th Street
Des Moines, Iowa

Gentlemen;-

Our big salesroom will be converted into a special Truck Display Room for three weeks; (January 7, to February 2.)

Everyone who is interested in Commercial Cars or Trucks of any description should see this complete showing of Chevrolet Delivery Cars and Trucks.

You will see Steel gravity dump bodies, Stake bodies, Express bodies, all prupose bodies andSteel panel bodies mounted on Chassies, Steel cabs and Wood cabs made for easy riding comfort and durability, cabs and bodies you have never seen before which will be a revelationto you, also Light Deliveries for Groceries, Laundries, Cleaners, etc.

We can show you labor saving devices for loading and unloading quickly (your truck only pays while the wheels are turning, not when they are standing still.)

A One Ton Chevrolet Truck can keep two Wolverine semi-convertible trailers busy and carry the load with ease, Especially good for Wholesale houses, Transfer Companies and Lumber Yards.

Your hauling and cartage problem is ours. Let us solve it.

Come and see this Exhibit.

Yours very truly,

MEANS-CHEVROLET SALES COMPANY

SALES MANAGER
DG:PH.

The Letter That Announced the Special Truck Exhibit

"Whaddye mean?" they demanded when they saw the truck display being arranged. "You can't sell that stuff! Nobody wants it. You're using up all of the car display space. Whaddye mean?" Even the boss was a little doubtful about shoving the paying line to the background but Geddes went his way, undismayed by the calamity howlers.

"You can't sell a 'slow line' by hiding it," he argued. "When a department store finds a line of goods that is not moving, do they shove it on a back shelf and forget it? Not much! They put it where every customer who enters the store cannot fail to see it. Maybe trucks are sold the same way."

"Neither does a clothier attempt to sell a suit without buttons," deduced Geddes. "A truck without a body is like a suit without buttons. People who buy trucks don't want the chassis alone; they want an outfit fully equipped for a particular kind of work. If they can see the outfit as they would use it, our chances of making a sale would be greater."

Reasoning thus, Geddes "borrowed" bodies from a local truck body distributor and fitted one to each of the truck chassis. In equipping the trucks, effort was made to show bodies for different uses. The contractor, the grocer, the dry cleaner and the lumber dealer could be shown a truck equipped for his particular need.

To attract more interest to the display, Geddes went "aborrowing" again. A distributor in contractors' supplies was glad to lend concrete mixers, hoists and other equipment for display purposes. The display was arranged to attract the contractor and the truck user; Geddes figured that a display of contractors' equipment might draw some passer-by into the salesroom when a display of trucks might pass unnoticed. And every contractor is a user of trucks.

During the three weeks of the "sell a truck" campaign Geddes talked, thought and slept trucks. The salesmen caught the spirit; having the trucks directly under their noses for three weeks, they could not very well do otherwise. For a short time, passenger cars were forgotten and the salesmen hounded truck prospects.

"Wouldn't have a Chevrolet under any condition!" said a hard-boiled customer when approached on the subject of a Chevrolet truck. "Don't waste your time."

"All the same," persisted the salesman, "I've got a job down at the salesroom that you must see. It's just the outfit that you need for your business. I'm going to bring it out this afternoon."

The salesman picked out a body job that was especially suited to the customer's needs and drove out. Before he returned, he had sold the outfit to the prospect. Not one word had the customer said about his prejudice concerning Chevrolet product. The door arrangement of the body caught his instant attention.

"That would save my delivery man an hour of his time each day!" he exclaimed. It was the body that sold the job. The fact that the salesman had other points besides the excellence of chassis to dwell upon, enabled him to make the sale. The complete job sold, where the stripped chassis would not have.

During the three weeks of the truck campaign, salesmen of the Means company sold seven trucks, practically all of which were equipped with bodies. Geddes points out that the campaign has only begun and that the seven actual sales are only forerunners to many more that will be made to prospects who will buy later. No longer are trucks stored away; one or two occupy spaces of honor on the sales floor. Nor is there any protest from the salesmen. The highest commission ever paid to a Means salesman for a single sale was for a truck and body sold during the three weeks. The salesmen of the Means company are thoroughly "sold" on the truck idea.

"Doll them up and put them where people will see them," is Geddes' formula for boosting truck sales. "Get the salesmen 'sold' on the truck idea and don't allow them to forget that they are selling trucks."

The Delivery Car With Various Bodies is Now Given a Prominent Place on the Sales Floor

Hoover to Encourage Motor Accident Studies

Under the direction of Secretary of Commerce Hoover, a dozen national organizations, among them being the American Automobile Assn. and the National Automobile Chamber of Commerce, have started the formation of a permanent committee that will study the causes of motor accidents, responsible for at least 17,000 deaths in 1923, with a view of making the city streets and rural highways safe for humanity. Tentative selections of committees to study the various phases of the safety problem with the view of the co-ordination of programs dealing with street and highway safety measures has just been made here at a special meeting of the representatives of the national organizations.

Suggestions made at the special meeting by members of the committee representing the National Automobile Chamber of Commerce that President Coolidge be asked to summon governors and other State officials and enlist them in the drive against automobile deaths is under serious consideration, it is understood.

Following organization of the committee it will immediately proceed to compilation of data already collected by the automobile industry and associations as to the causes of accidents. A thorough study of these causes by experts will form the basis for recommendations as to their elimination, and for an educational campaign.

Railroad Buys Bus Company Stock

The New York State Railways has purchased the majority stock of the East Avenue Bus Co., operating a fleet of buses between Rochester, N. Y. and the suburb of Pittsford along East Avenue, Rochester's "Fifth Avenue." No change will result at the present time in either service or equipment. The purchase is believed part of the railway company's policy to inaugurate and control gasoline bus line feeders for its street car system.

Several Locals Join National Tire Dealers' Association

Omaha and Trenton Tire Dealers are the latest to become affiliated in a body with the National Tire Dealers' Association. In addition to these developments, the Cleveland Tire Dealers' Association has rejoined the National Association. Several cities in the Middle West and on the Pacific Coast are expected to join the National body shortly, as local associations are now in the process of formation.

President George J. Burger reported that the efforts made by the National Tire Dealers' Association to determine the quantity of tire stocks carried by dealers throughout the country have brought many inquiries and individual membership applications to national headquarters at 242 West 56th St., New York City.

Original report of the National Tire Dealers' Association showing that the dealers had on hand on January 1, 1924, approximately twenty million tires was questioned at that time, but now tire executives admit that this estimate correctly describes the situation.

Are You Buying Used Trucks Right?

The Dealer Who is Running Around in Circles in His Used-Truck Department Will Profit by Reading This Article. There's Only One Way to Make the Used-Car or Truck Department Pay. This Article Shows You How

By C. P. SHATTUCK

THE Williams Motor Sales Company, Springfield, Mass., is not only sprinkling Dodge commercial cars and the Graham Brothers' trucks in that city and two counties but this concern has tied the trade-in evil in a knot. Over 80 per cent of these trucks are serviced either by the company or its representatives.

The commercial and passenger car department are separately conducted, although both the sales and service departments are under the one roof. Truck salesmen are somewhat of a recent development with this company. When the number of trucks in the quota was small these were sold by the passenger car salesmen, but as the business developed the former sales methods were inadequate so a commercial car department was built up.

There is a human interest angle to this department. Some little time ago the Williams Motor Sales Company persuaded H. R. Augur to become general manager of the company, Mr. Augur was connected with a bank. He was a business man, but he didn't know a thing about automobiles or commercial cars except from a banking standpoint and which is, perhaps, a lot from a business point of view. However, he proceeded to put into effect one of the fundamentals of banking, namely, to make money with money.

Mr. Augur learned. He took a commercial car and went out on the firing line and there he learned more. He studied the truck business from a business standpoint. He became very much interested in transportation. He had all of the experiences that befall a new salesman or a new manager. Then he went inside and put into effect his campaign for selling and servicing trucks.

He has a good man at the head of the truck department, a man who is sold 100 per cent on the possibilities in motor highway transportation. This man plugged along while the going was hard and when the passenger car salesmen were making real money. Work—real hard work and then some—was his slogan. The tide turned and this man began to cash in and the story is told that his earnings made the passenger car salesmen jealous.

Two truck salesmen were then developed and trained. They didn't know the truck business when they started, so they could be taught good business practices. They are now selling transportation and selling it right. The prospect list is compiled and handled by the manager of the truck department who is said to be positively uncanny in scenting out prospects. Perhaps the success is more due to an intensive study of the business houses and keeping in close touch with conditions.

Outside of the city the company has built up an associate dealer organization which is trained along the same lines as the home force. These dealers are grounded in merchandising transportation. They are not only supplied with all factory helps but the Springfield company works with them. Mr. Augur calls on and keeps in touch with these dealers and the factory man does likewise. Assistance is given to a reasonable extent in sales.

In Mr. Augur's office are two large maps of the conventional type. The associate dealers report their prospects and these are indicated by a colored pin on one map. After the sale is made the pin is transferred to the other map. The service then begins. A special form card is employed on which are entered all details of the sale. This is a service record and the complete history of the truck may be ascertained from this card. The service road man also calls on every customer at intervals which is not only a check on each associate dealer and the Springfield station but it keeps up the contact with the truck owner. Real or imaginary grief thus becomes known to the Williams Motor Sales Company. The real feature of the plan is to keep the owner sold on the product so that the next sale can be easily made by the salesman. This is where service can function, **but too few salesmen really appreciate the value of the service station as a sales promoter.**

One of the sales policies is to bring the new owner into the service station to show him the large stock of parts, the facilities for service and to meet the service manager. This same policy is practiced by the associate dealers. The service station employs the flat rate throughout and the associate dealers also flat rate all operations.

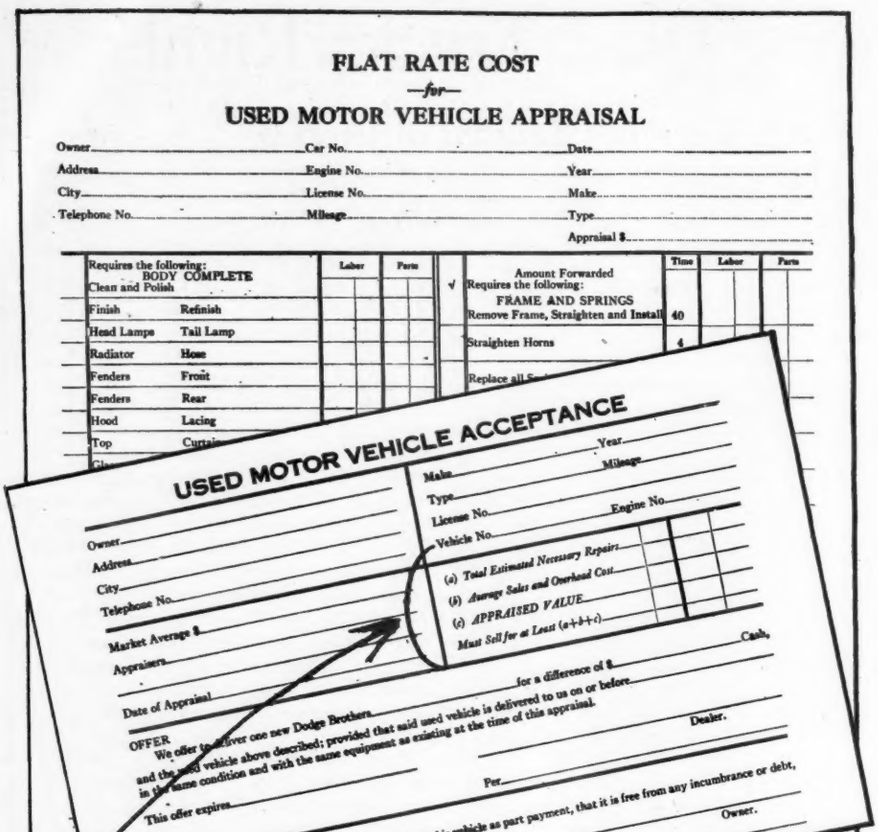
Sales and service meetings are held in Springfield, which are attended by the associate dealers. These round table discussions between the sales and service departments are very valuable. To promote sales a bonus or prize plan has been instituted. The salesmen are divided into teams of two and the winners will be given a trip with their families to the Bermudas.

Relative to the commercial car department it is said that during January and February of this year it showed in the black ink column for the first time. The salesmen are on salaries, and they are not worrying the general manager about the trade-in because the salesman has absolutely no opportunity to sell him any junk or get an allowance boosted. The salesman, as a matter of fact, has nothing to do with the trade-in.

The trade-in problem has been solved by J. W. Carbery, who handles also the used passenger car department. This is in a separate building and is known as the used truck and car department of the Williams Motor Sales Company. Mr. Carbery has to make good under the plan he operates. He is practically operating a separate company. He is paid a salary and a form of bonus but he gets no bonus unless he makes money. Rent, light, heat, etc., all items of overhead, are charged up to the department as are the salaries of the men.

Under these conditions Mr. Carbery has to **"Buy Them Right and Sell Them Right."** And that's the answer to the trade-in problem. When a salesman reports that his prospect has a truck to trade in the salesman is out of the picture. He informs prospect that used car and truck department will step in.

Sales and Service Departments of the Williams Motor Sales Company



FLAT RATE COST
—for—
USED MOTOR VEHICLE APPRAISAL

Owner ____ Car No. ____ Date ____
Address ____ Engine No. ____ Year ____
City ____ License No. ____ Make ____
Telephone No. ____ Mileage ____ Type ____
Appraisal $ ____

Requires the following: BODY COMPLETE	Labor	Parts
Clean and Polish		
Finish — Refinish		
Head Lamps — Tail Lamp		
Radiator — Hose		
Fenders — Front		
Fenders — Rear		
Hood — Lacing		
Top — Curtain		
Glass		
L. Rear		
Spare		
Wheel Bearings		
TOTAL FORWARDED		

√	Amount Forwarded / Requires the following: FRAME AND SPRINGS	Time	Labor	Parts
	Remove Frame, Straighten and Install	40		
	Straighten Horns	4		
	Replace all S...			
	...Knuckles	4		
	Rebush Tie Rod Complete	2		
	Rebush Column	2		
	A complete Overhaul of Steering Gear	6		
	TOTAL			

USED MOTOR VEHICLE ACCEPTANCE

Owner ____ Make ____ Year ____
Address ____ Type ____ Mileage ____
City ____ License No. ____ Engine No. ____
Telephone No. ____ Vehicle No. ____
Market Average $ ____ (a) Total Estimated Necessary Repairs ____
Appraisers ____ (b) Average Sales and Overhead Cost ____
Date of Appraisal ____ (c) APPRAISED VALUE ____
Must Sell for at Least (a+b+c) ____

OFFER
We offer to deliver one new Dodge Brothers ____ for a difference of $ ____ Cash,
and the used vehicle above described; provided that said used vehicle is delivered to us on or before ____
in the same condition and with the same equipment as existing at the time of this appraisal.
This offer expires ____ Per ____ Dealer.

ACCEPTANCE
I (we) accept your above offer and certify, in tendering this vehicle as part payment, that it is free from any incumbrance or debt, and that I am (we are) the sole and absolute owner (s).
Date ____ Owner.

Forms Used by the Williams Motor Sales Company

The Used Motor Vehicle Appraisal Blank provides a complete check-up of all items of equipment and checks the removal of equipment after the appraisal has been made. The arrow on the Used Motor Vehicle Acceptance Blank points to four items which every dealer should keep in mind when figuring on a trade-in. If these items are checked correctly no dealer will lose money on trading.

Mr. Carbery who is an experienced mechanic then drives the truck over a predetermined route which is so varied that it brings out all the good and bad points of the truck. When he gets back to the station he knows just what will have to be done to place the truck in serviceable condition. A record is made of the work needed. The cost of parts, labor, etc., are estimated.

Then a certain per cent is added for overhead and profit. The market price for the model is figured. When he is all through figuring and checking, the allowance for the truck is such that all needed work, etc., can be done, with overhead, profit, etc., considered and the appraisal is made on a profit basis. The checking up is most thorough. For example: The tires of each wheel are noted, the name and number entered so that should the prospect decide to substitute an old tire in the trade he simply doesn't get away with it. The equipment and accessories are listed in the same way.

The information is entered on the appraisal sheet but neither the prospect or the salesman sees this sheet. It is filed by Mr. Carbery. He then makes out a "Used Motor Vehicle Acceptance" form (illustrated). Complete details are entered but the items a, b, and c, are omitted, also the data as to what the trade-in must be sold for until after the transaction is completed. Mr. Carbery then fills out the form and fixes the amount he will buy the old truck for. The prospect receives this form and has five days to accept. After five days a second appraisal must be made. Attention is directed to the line in form which states the truck must be delivered in same condition as appraised and with same equipment, etc.

If the prospect accepts he signs and the sales follows the usual channels. Mr. Carbery does not come in contact with the salesman as to the allowance. The price is final and there is no haggling. No salesman can go over Mr. Carbery's head. He never argues with a prospect as to condition. If the prospect swears he has had the car entirely rebuilt and the engine is well shot, Mr. Carbery does not say it is. He accepts all statements but his appraisal is always the answer.

In other words, the allowance is set without any buying or selling on either side. If the customer does not think he is being allowed enough there is no argument **for the price is final.**

Of course, some sales will be lost. They are, but the appraisal is fair and the profit reasonable on the sale of the trade-in. The policy is to sell trucks but **not** at a loss. The other fellow can have the losing business. Neither has the used car and truck department a large stock of used vehicles. In January and February this year the department sold $29,000 worth of cars and trucks—at a profit. Any old thing is not bought. Trade-ins are confined to Dodge and Graham units although Fords are taken in trade. If other units are offered they must be an unusually good buy and capable of being quickly turned.

All units are placed in a serviceable condition. The cost is easily estimated, for the service station operates on a flat rate. The used units are sold with a view of making another satisfied user of Dodge or Graham units. While the writer was at the used truck department a purchaser asked Mr. Carbery if he had such and such a job as his son was in the market. Mr. Carbery said he expected such a unit in the next day. This customer voluntarily said that he and his friends always were treated white on used cars and that they got more than their money's worth. Which proves that trade-ins can be bought right, sold right and that the buyers can be made to boost for the seller.

Akron, Back to Trolley, Yet Gets More Buses

After experimenting recently with a haphazard bus service for 27 days, Akron, Ohio, went back to the trolley. But the result of this experience apparently has been to increase the popularity of the bus, rather than to discredit it.

The Northern Ohio Traction Company, which operates the trolley service of the City, has recently placed orders for 28 buses, practically doubling the number it uses within the city limits of Akron supplementary to street car service.

When trolley service was stopped in Akron as the result of a controversy between the trolley company and the city administration over an increase in fare, city officials tried to handle the entire city passenger traffic with jitneys and buses for a five cent fare.

Reliable bus operators and the latest types of buses could not be obtained, because no assurance of franchise rights was given, and the fare of five cents was too low to yield a legitimate profit on modern bus equipment.

Furthermore, organized and systematic service was lacking, some districts getting more service than under the trolley regime, and others getting less.

The Northern Traction Company will operate 58 buses within the city of Akron when those orders are received. It also operates, together with a subsidiary company, 20 additional buses at Canton and in inter-city service between Cleveland and Akron.

Detroit Ready to Welcome Automotive Service Delegates

Maintenance Equipment Will be Exhibited and Demonstrated. An Unusual Opportunity for the Service Man to Acquaint Himself With the Latest Shop Equipment

THE National Automotive Service Convention and Automotive Maintenance Equipment Show, to be held next week in Detroit, May 19th to 22nd, is the culmination of the efforts of the N. A. C. C. to better automotive service on a national basis. In November, 1919, the first factory service managers' convention was held in Detroit. Twice a year since, the service managers of the car and truck manufacturers have convened, holding the May meetings in Detroit and the November gatherings in various cities. The coming convention will be the tenth one.

The early conventions were given over to organization. Factory service men placed their houses in order. Then it became apparent that the co-operation and co-ordination of other groups in the industry were essential. These included the designer or engineer, the sales departments, dealers and distributors, equipment divisions, etc. The engineer entered the picture at a Chicago meeting where a manufacturer and officer of the Society of Automotive Engineers clearly and concisely pointed the way for better and cheaper service by co-ordinating engineering with factory service in the field.

The Dayton convention last November was a joint meeting with the S. A. E. and real progress was made. At this meeting, representatives of the electrical service, the A. E. S. A., also the manufacturer participated. Progress was made but the picture was by no means complete.

There was something lacking. It is true that service was discussed at the meetings from all angles, but discussing service only brings out the theoretical side. What was lacking is the practical end. What these service men needed was something to make them feel at home, so to speak.

This feature will be supplied at this convention because this time the manufacturers of shop equipment will be in the picture.

The Maintenance Equipment Show

Automotive shop equipment will not only be exhibited, but demonstrated. The animated exhibits will prove of great value to the visiting service men and give them an opportunity to compare the merits of the various devices shown.

Both the convention and show will be held in the General Motors Building, the Exposition Hall being given over to the Maintenance Equipment Show.

The show will open Monday, May 19th, at 6 p. m., and remain open until 10 p. m. Beginning Tuesday and continuing until Thursday inclusive, the show will be open from 9 in the morning until 2 in the afternoon and from 6 to 10 at night. The show will be closed during the service convention each afternoon.

The show will not only be for the benefit of the delegates to the Service Convention, but also for those attending the World Motor Transport Congress, under the auspices of the Foreign Trade Committee of the National Automobile Chamber of Commerce, on Wednesday, Thursday, Friday and Saturday, and,

PROGRAM: National Automotive Service Convention Automotive Maintenance Equipment Show

DETROIT: May 19, 20, 21, and 22, 1924

SHOW: Mornings 9:00 A.M. to 2:00 P.M. Evenings 6:00 to 10:00. Show Opens Monday Evening.

CONVENTION SESSIONS

Every Afternoon at 2:00 P.M.

MONDAY, MAY 19

Purpose of the Meeting
By F. A. Bonham, Chairman

1. **"What the Public is Entitled to Receive From Service Men."**
   By Frank R. Tate, Tate Motor Co., Inc., St. Louis, Mo., Officially representing National Automobile Dealers' Association.
2. **"Selection and Training of Mechanics."**
   By J. C. Wright, Director Federal Bureau of Vocational Education.
3. **"Shop Layout and Selection of Proper Tools."**
   Illustrated.
   By E. M. Young, Advisory Staff General Motors Corp.

TUESDAY, MAY 20

4. **"How to Properly Fit Pistons and Bearings."**
   Illustrated.
   By D. Andrews, Service Manager Continental Motors Corporation.
5. **"Proper Adjustment of Rear Axle, Gears and Bearings."**
   Illustrated.
   By Col. H. W. Alden, Past President Society of Automotive Engineers, and Chairman of the Board, Timken-Detroit Axle Co.
6. **"Adjustment of Brakes."**
   Illustrated.
   By F. C. Stanley, Ph. D., Chief Chemist and Service Engineer The Raybestos Co.

WEDNESDAY, MAY 21

7. **"How the Service Man Can Co-operate With the Engineer."**
   By H. M. Crane, President Society of Automotive Engineers; Technical Assistant to President General Motors Corp.
8. **"The Effect of Heating Alloy Steel Parts; the Proper Way to Repair."**
   Illustrated.
   By L. A. Danse, Chief Metallurgist Cadillac Motor Car Co.
9. **"The Effect of Poor Lubrication."**
   Illustrated.
   By Dr. W. K. Lewis, Head of Department of Chemical Engineering Massachusetts Institute of Technology, and Chemical Consultant Standard Oil Co.

THURSDAY, MAY 22

10. **"Selling Service."**
    Illustrated.
    By Carl H. Page, Director of Sales Durant Motors of New Jersey.
11. **"Simple Accounting System."**
    Illustrated.
    By C. R. Comfort, President Comfort Printing Specialty Co.
12. **"The Electrical System Explained."**
    Illustrated.
    By G. R. Fessenden, North East Electric Co.

being closed to the public, it will afford the visitors an unhampered opportunity to study the equipment that is available on the market to improve the efficiency of service work and reduce the time and labor required to execute it.

Service Convention Program

The program of the service convention provides for four afternoon sessions beginning at 2 o'clock on Monday, May 19. There will be three addresses at each session. The sessions will be completed each day at five o'clock, although arrangements have been made to show automotive films after each session and in addition to those used by the speakers.

The convention will be held separate from the show and each afternoon session will begin promptly at 2 o'clock. The meetings are not open to the general public, only to those interested in rendering service to the car and truck owner in its various ramifications. Service managers for fleet owners are eligible; also those servicing motor cars and trucks.

Those attending will be required to obtain a delegate's card and these may be obtained easily by making application to H. R. Cobleigh, secretary, service committee, N. A. C. C., 366 Madison Ave., New York City, or may be secured by members of associations through their secretary or other officer. Delegates will receive a season pass to the Automotive Maintenance Equipment Show by presenting their delegate's card and registering at the show.

For the convenience of the delegates attending the show and convention, arrangements have been made for serving meals in the restaurant in the General Motors Building. This building, which is said to be the finest of its kind in the world, will be a source of great interest to all those attending.

National Organizations Endorse Plan

Six of the national automotive organizations endorsed the plan and co-operated. The National Automobile Chamber of Commerce readily secured the active co-operation of the Society of Automotive Engineers, the National Automobile Dealers' Association, the Automotive Equipment Association and the Service Equipment Associates. These are the sponsors of two big service events next month. Their participation insures success.

It should indeed be highly gratifying to the members of the service committee of the N. A. C. C. that their intensive efforts, little appreciated in their early efforts to educate the industry to the economic advantages of better service, have at last received the recognition and appreciation which are their due.

Maintenance Equipment Show Exhibits

Albertson & Company, Inc., Sioux City, Ia., will exhibit "Sioux" products as follows: Valve face grinding machine, flexible shafts, valve grinding attachments, valve seat reamers, valve refacing tools, valve lathes, valve grinders and valve guide reamers.

Avey Drilling Machine Co., Cincinnati—Single spindle hand feed drilling machines, also machines with Aveymatic feed, demonstrating either semi or full-automatic feed. The exhibit will also include tapping attachments, and one machine capable of 12,000 revolutions per minute.

Bassick Alemite Service Corp., New York City—Complete line Alemite High Pressure lubricating systems, service station lubrication equipment, etc.

Bastian-Blessing Co., Chicago—Demonstration of Rego oxy-acetylene equipment for welding and carbon burning, also the Rego "Little Six" outfit, a popular priced and complete equipment for the repair shop.

Battery Equipment and Supply Company, Chicago, will show their full line of Besco products.

Black & Decker Mfg. Co., Baltimore, will demonstrate the utility of the electric drill as "motive power." Various size drills will be shown operating such units as cylinder hones, carbon removing brushes, valve guide cleaners, etc.

Bonney Forge & Tool Works, Allentown, Pa.—Various types of wrenches for service station operations will be shown, also the Bonney chrome-vanadium wrenches which are made for unusually severe work. The loss to the shop in using wrenches that are spread will be demonstrated.

Brunner Mfg. Co., Utica, N. Y., will demonstrate the profit-making possibilities of air compressors with five models designed for service stations and shops and for general utility, for paint spraying, cleaning, operating pneumatic tools, etc. The company will show a combination paint sprayer and cleaner which can be used for cleaning engines, oiling springs, etc.

Canedy-Otto Mfg. Co., Chicago Heights, Ill.—Special tools for several makes of cars, also burning in machine, drill, motor stands, arbor and straightening presses and general shop equipment.

Comfort Printing Specialty Co., St. Louis, Mo.—Standardized accounting systems for dealers, garages, repair shops and service stations, including system for the operation of flat rates by large and small shops.

Crane Puller Company, Arlington, Mass.—Complete line of wheel and gear pullers and special attachments, the latter including devices for rear axle, heavy truck wheel and pipe bending, etc., service.

Crescent Tool Co., Jamestown, N. Y.—Complete line of Crescent wrenches, pliers and screw-drivers, also information and data on service.

Curtis Pneumatic Machinery Co., St. Louis, Mo., will exhibit a comprehensive line of their motor-driven air compressor. One of the units will be equipped with a glass crankcase to demonstrate the actual operation of the Curtis controlled splash oiling system.

Dearborn Equipment Co., Kalamazoo, Mich.—Burnishing and running-in machine for Ford, Fordson, Chevrolet, Dodge and Hudson; axle repair stands, connecting rod jig, piston clamp, transmission bushing reaming machine, etc.

Forest Electric Co., Newark, N. J.—Battery chargers for service stations and garages, rectifiers and a line of electrical testing equipment.

Foster-Johnson Reamer Co., Elkhart, Ind., will feature the Foster-Johnson engine recondition plan which is on the flat rate, also a complete line of reamers including those specially designed for cylinder, piston and other service. The company expects to exhibit its new line of sharpeners.

Gaylord Mfg. Co., Paterson, N. J.—The Gaylord Mfg. Co. will demonstrate how to prevent waste and reduce the overhead in washing cars and will exhibit their overhead washers on stands, also hose reels. Data on profitable washing will be supplied in booklet form to the trade. Another feature of the exhibit will be the Cantilever wrench.

Gibb Instrument Co., Bay City, Mich.—Four types of electric welding machines, including a large and small spot welder, a seam and a general utility arc welder.

Grinder Sales Co., Detroit—Hutto portable cylinder bore grinder, Grisaco dial cylinder gauge and piston fitting feelers.

Hall Cylinder Hone Company, Toledo, Ohio, will demonstrate the Hall cylinder hone and the Hall brake lining machine. The latter is a new product of this company. The Hall valve and seat grinder, a new product of the company, will be exhibited for the first time.

Hansen Mfg. Co., Cleveland, Ohio.—Specialties for compressed air equipment including automatic air valves, swivel couplings, engine cleaners and air guns.

Hempy-Cooper Mfg. Co., Kansas City, Mo.—Machine for boring main bearings of Ford engines and Fordsons, also babbitting tool for bearings and babbitting machines for connecting rods and caps as well as machine for boring and filleting rod and cap bearings.

Hercules Products Co., St. Joseph, Mich.—Hercules rim tool for all makes of rims.

Hinckley-Myers Co., Jackson, Mich.—Complete line of Durant and Star tool equipment, a reboring mill, burning-in machine and other service station equipment.

Hoe Corporation, Poughkeepsie, N. Y.—The Hoe wrench of instantaneous adjustment, with ratchet movement, will be displayed in various sizes and demonstrated.

Kellogg Mfg. Co., Rochester, N. Y.—Complete line of air compressors, featuring the Model EM-62-03 compressor which was particularly designed for furnishing unusually large volume of compressed air; two smaller models and the model 5 air and water tower; two special paint spraying compressors designed for the garage operating a painting department, and for trim shops.

Kent-Moore Organization, Detroit.—Complete line of special tools and service station equipment and special machines for popular makes of cars.

Laminated Shim Co., Inc., Long Island City, N. Y.—The various types of laminated shim made by this company will be displayed as well as the Laminum kit which comprises 250 Laminated shims, assorted and separated so as to save time in service operations.

Manley Mfg. Co., York, Pa., will have a comprehensive exhibit of garage and service station equipment. Included in the display will be two types of wrecking cranes and an auxiliary winch for use in connection with the cranes, two types of towing trucks or ambulances, one wheel aligning gauge, a towing pole, one 30-ton press with the various attachments, including a ring gear riveting unit; two types of jacks for positioning cars in the garage and service station, one universal type of engine stand, one special engine stand with various fittings and adaptable to the Dodge, Ford, Chevrolet, and Maxwell engines, two types of air and water stations, inside and outside designs, a portable crane for inside service and the Manley Service Runway and Auto Pit.

Mann & Briggs Manufacturing Co., Chicago, will show their entire line of electrical service station equipment, including their latest product, the Conpometer, for determining the condition of a battery during charging. They will also show Jewell electrical measuring instruments.

Manufacturers' Sales Company, Detroit, will show service tools and equipment, including motor driven grinders, electric drills, flexible shafts and cylinder bore test gauges.

Marshall Electric Co., St. Louis, will exhibit for the first time a new Marshall System battery charger, designed to charge car batteries in from 4 to 8 hours, also a 200 ampere Marshall System charger with 25 to 35 batteries a day capacity.

Frank Mossberg Co., Attleboro, Mass., will display its complete line of standard and special wrenches, including those designed for saving time in service operations.

Naperville Machine Co., Inc., Naperville, Ill.—Full line of arbor presses, for shops from the smallest to the largest service station.

National-Standard Co., Niles, Mich.—No. 65 Standard Easy Lift dolly garage jack for passenger cars and the No. 66 for trucks, towing ambulances and heavy truck jacks for road service.

North Bros. Mfg. Co., Philadelphia, will exhibit its complete line of "Yankee" tools and will include the "Yankee" bench drills, Nos. 1005 and 1003, also the "Yankee" vise for use with these drills.

Northwestern Chemical Co., Marietta, Ohio—Sementol radiator cement, cup grease, transmission compound, shellac, auto enamels, soap and other products.

Quick Suds Soap Co., Cambridge, Mass.—Exhibit and demonstration of Quick-Suds liquid automobile soap especially adapted for car bodies.

Sheldon Machine Co., Chicago—Sets of broaches for the 1924 Buick models, a tool for removing and replacing piston bushings, a piston jig for securing the piston when rebushing and to avoid the possibility of distortion; a set of tools for the steering knuckle, including burnishing broaches, and a brake lining machine that will countersink external and internal lining, spin the rivets in and out, a motor driven unit.

Speed-O Multiple Valve Lifter Corp., New York City—Various types of the Speed-O Multiple valve lifter which reduces time in displacing and removing valves.

Stevens & Company, New York City, will display and demonstrate the time and labor saving features of the Stevens Speed-Up tools, also a complete line of the Stevens Spintite wrenches which are now produced in several styles and a full range of sizes; a new Ford and Fordson engine stand which has many novel and practical features from a service standpoint and a number of

(*Continued on page 80*)

Program of the
World Motor Transport Congress

More than 100 delegates from leading nations have registered for this gathering, the purpose of which is, "To create through co-operative helpfulness of all countries a better appreciation of the economic progress contributed by the motor vehicle and to provide international understanding of factors on which depends the achievement of a motorized world with its resultant benefits to mankind." Headquarters will be at the Hotel Statler and will be opened on the forenoon of May 20th.

Wednesday, May 21, 1924

Session on Automobiles and Motor Trucks

John N. Willys, Chairman, N. A. C. C. Foreign Trade Committee, presiding

10:00 A. M. Welcome of Delegates, by Chairman.

10:15 A. M. "The Automobile as an Economic Factor in Progress of Nations." Address by Alvan Macauley, President of Packard Motor Car Co.

10:45 A. M. "How is the Automobile Proving its International Utility?" Discussion led by W. Herman Slade, President of Slade Allan & Co., Sydney, Australia.

11:15 A. M. "The Stimulus of the Motor Truck to Developement of World Industries." Address by T. R. Dahl, Vice President White Motor Co.

11:45 A. M. "Adjusting the Motor Vehicle to Railway Requirements." Discussion led by Sir Henry Worth Thornton, K. B. E., Chairman of Board of Directors and President Canadian National Railways.

Luncheon in Honor of Delegates from Asia and Australasia

12:30 A. M. Informal discussion by delegates will regard automotive problems confronting countries in Asia and Australasia and means for solution.

Automotive Vocational Tour

2:30 P.M. Delegates from abroad will be shown installations of motor vehicles in variety of industries in and near Detroit. Object is to afford ideas on practical uses to which motor vehicles may be put in U. S. and with modifications in other countries as well.

Session on Motor Buses and Taxicabs

8:00 P. M. "The Place of the Motor Bus in World Transportation." Address by T. R. Dahl, Vice President of White Motor Co.

8:30 P. M. "How are Motor Buses being Developed to Meet International Needs?" Discussion led by H. Weinberger, Representative of A. Fross-Buessing, Vienna, Austria.

9:00 P. M. "The Taxicab in Its Economic Sphere." Address by John Hertz, President of Yellow Cab Manufacturing Co.

9:30 P. M. "How is the Motor Vehicle Changing Local Transportation?" Discussion led by S. Audi, President of S. Audi & Freres, Beyrouth, Syria.

Thursday, May 22, 1924

Introductions among delegates can be arranged prior to opening session.

Session on Business Promotion

Percy Owen, Chief of U. S. Automotive Division, presiding chairman

10:15 A. M. "Effective Automotive Advertising." Address by Edward S. Jordan, President of Jordan Motor Car Co.

10:45 A. M. "Adaption of Automotive Advertising to Local Needs in Different Countries." Discussion led by Paul Cousin, Representative of Chambre Syndicale des Negociants en Automobiles et Accessoires, Bruxelles, Belgium.

11:15 A. M. "Planning and Carrying Out the Sales Campaign." Address by F. J. Haynes, President of Dodge Brothers.

11:45 A. M. "What Automotive Selling Methods Are Successfully Employed in Different Countries?" Discussion led by F. F. Fairman, Representative of American Chamber of Commerce, Shanghai, China.

Luncheon in Honor of Delegates from the Americas

12:30 A. M. Informal discussions by delegates will concern automotive problems confronting countries in South, Central and North America, and means for solution.

Session on Service

F. A. Bonham, Chairman of N. A. C. C. Service Committee, presiding at joint meeting of delegates to World Motor Transport Congress with delegates to the National Automotive Service Convention.

2:00 P. M. Selling Service. Address illustrated with slides by Carl H. Page, Director of Sales, Durant Motors of New Jersey.

2:45 P. M. Simple Accounting System for the Service Station. Address illustrated with slides by Wm. G. Elben, Vice President Comfort Printing Specialty Co.

3:30 P. M. The Automotive Electrical System Explained. Address illustrated with slides by Warren K. Lee, North East Electric Company.

Visit to Automotive Maintenance Equipment Show

6:00 P. M. Delegates to World Motor Transport Congress will be given opportunity by invitation especially extended, to observe most modern equipment used in automotive service stations. Exhibition remains open to delegates until 10.00 P. M.

Friday, May 23, 1924

Introductions among delegates can be arranged prior to opening session.

Session on Automotive Finance

10:15 A. M. "Financing of Automobile Dealers in Carrying Stocks." Address by A. R. Erskine, Chairman of the Studebaker Corp.

10:45 A. M. "Can Wholesale Financing Plans be Internationalized?" Discussion led by Lawrence B. Ross, Representative of Havana Chamber of Commerce, Cuba.

11:15 A. M. "Methods of Financing Retail Sales of Motor Vehicles." Address by C. C. Cooper, President General Motors Acceptance Corp.

11:45 A. M. "Can Facilities for Retail Automotive Financing be Expanded Internationally." Discussion led by Adolphe Saurer, Representative of Chambre Syndicale Suisse, de l'Industrie de l'Automobile, du Cycle et Parties que s'y rattachent.

Luncheon in Honor of Delegates from Near East and Africa

12:30 A. M. Informal discussion will concern automotive problems and means for solution thereof in various countries of the Near East and Africa.

Inspection Tour of Highway Construction

2:30 P. M. Delegates will have opportunity to inspect and receive expert advice on different types of road construction and maintenance in environs of Detroit.

Highways Session

8:00 P. M. "General Economics Underlying the Highway." Address by Thomas H. MacDonald, Chief of U. S. Bureau of Public Roads, Washington, D. C.

8:30 P. M. "Financing of Roads." Address by A. J. Brosseau, President of Mack Brothers Motor Car Co.

9:00 P. M. "Relation of Highways to Other Means of Transportation." Address by Roy D. Chapin, Chairman of N. A. C. C. Highways Committee and of Hudson Motor Car Co.

9:30 P. M. "How Can Obstacles to Extension of World's Highways be Overcome." Discussion led by F. O. Goode, Representative of American Chamber of Commerce for Brazil.

Saturday, May 24, 1924

Introductions among delegates can be arranged prior to opening session

Government Session

10:15 A. M. "National Economics of Motor Transport." Address by J. Walter Drake, Assistant Secretary of U. S. Dept. of Commerce.

10:45 A. M. "How Can International Trade in Motor Vehicles be Facilitated?" Discussion led by Ludwig - Buchkremer, President of Deutscher Automobil-Haendler Verband, Germany.

11:15 A. M. "Outstanding Developments in Automotive Legislation." Address by H. H. Rice, Chairman of N. A. C. C. Legislative Committee and President of Cadillac Motor Car Co.

11:45 A. M. "What is an Equitable Basis for Motor Taxation and Legislation?" Discussion led by C. G. Saker, Representative of the South African Motor Traders' Association.

Luncheon in Honor of Delegates from Europe

12:30 A. M.—Informal discussions will concern automotive problems and means for solution thereof in various countries of Europe.

Session on Association Activities

2:30 P. M. "The Association of Motor Vehicle Owners as an Agent of Progress." Address by Thomas P. Henry, President of American Automobile Association, Washington, D. C.

3:00 P. M. "Economic Functions of the Automobile Dealers' Association." Address by John A. Butler, President of National Automobile Dealers' Association.

3:30 P. M. "The Automotive Manufacturers' Association as Links of Co-operative Helpfulness." Address of Alfred Reeves, General Manager, National Automobile Chamber of Commerce.

Banquet

John N. Willys, Chairman of N. A. C. C. Foreign Trade Committee, presiding

8:00 P. M. Formal banquet in honor of all delegates to World Motor Transport Congress.

9:00 P. M. "Motor Transport a New Artery World Trade." Speaker to be announced later.

Farewell

How to Analyze Delivery Problems

This Article Shows How to Analyze the Prospective Customer's Delivery Problem. How to Make a Route Analysis and Why This is the Only Method Which Will Insure Correct Application of the Vehicle, Either Gas or Electric

BY studying his prospective customer's delivery problem in all its phases, by selling him for each route the unit that will render him the service desired at the lowest ultimate cost, the dealer is fortifying his position in the customer's esteem and confidence, and placing his business on a higher plane of usefulness and commercial integrity. The only method by which he can do this accurately and satisfactorily is by route surveys and cost analyses.

These will often reveal cases of misapplied equipment—instances where two-ton trucks are used for work which could be done as well and much cheaper by a one-ton truck.

They will reveal cases where routes supposed to be fifty miles long do not exceed one-half or two-thirds of that distance.

They will reveal cases where delivery costs vaguely presumed to come to only a few hundred dollars annually really reach sums as high as $2,000, excluding drivers' salaries.

In a word—they always put the dealer in a position to render intelligent and valuable service to his customers—service that merits their gratitude and enables him to overcome cut-rate and unfair competition.

Furthermore, by analyzing costs in many fields, the dealer secures a mass of knowledge and data that is invaluable to him in approaching prospects in that field. He can tell a prospect in any of these fields facts about his own business that will astonish him and enlist his interest immediately.

In view of the foregoing, the following account of the experiences of a transportation engineer in the service of an electric truck company should be of interest to the progressive dealer.

The electric truck, as a quality product that must be sold on a basis of ultimate price, is an acid test of truck salesmanship. Its big field is the 50 per cent or so of commercial hauling still done by horse equipment—the equipment which apparently costs the least. Its biggest success has been in the bakery, laundry, department store, express, ice cream and dairy industries—all of which excepting department stores pay a very large proportion of their earnings for delivery and all of which do business on a very narrow margin of profit. Yet large fleets of trucks are sold to these industries, at a first cost which entails an initial outlay several times as great as the "cheapest" equipment.

The methods followed in doing this are worthy of careful study by the dealer who handles the more expensive grades of gasoline truck for, in another field—that of long hauls—he faces the same problem, viz.: **How to overcome cheap first cost competition with lowest ultimate costs.** If, in his case, the problem is intensified by ridiculous trade-in allowances and crazy credits by his competitors, **it only increases his need for a method of selling which will raise him to the status of a technical adviser.**

The Problem Stated

The Crescent* Baking Company for whom the route analysis described below was made had 30 electric trucks and 58 gas trucks—44 of which were of the medium priced make and 14 of the more expensive sort. The data furnished by their Auditing and Superintendent's Departments covering two years' operations of practically all their present equipment had disclosed considerably lower operating and upkeep costs for their electrics and they desired to apply them to as many routes as possible.

This problem did not lend itself to a spectacular exhibition of transportation engineering for the following reasons:

1. The baking companies present equipment was an excellent one—far better than that of the average company for which such surveys are made.
2. The routes were, generally speaking, well and scientifically laid out—preventing the possibility of making big savings by route rearrangement.
3. As the bakery was located in a medium-sized city, the routes comprised a comparatively large number of rural routes and a smaller proportion than usual of short urban ones.
4. The bakery did a wholesale business exclusively, which reduced the number of stops per routes, thereby narrowing the problem and depriving it of many interesting aspects.
5. The company by keeping a careful and accurate check on their costs, excepting for a few errors which I will point out later, had made much of the customary work of a transportation engineer superfluous.

*This name is of course fictitious, being used to protect the baker whose delivery is discussed.

However, the very fact that I was up against real competition by real trucks, not cheap or second-hand equipment, makes it an interesting and valuable study from a transportation engineering viewpoint. While the dealer who handles high-class equipment may find it harder to point out big economies to the man in charge of a large well-managed and carefully selected fleet—he is easier to sell to because he is usually more intelligent, far-sighted and open-minded than the little fellow.

Obviously, the problem demanded very conservative handling and I would recommend the course followed to any dealer or salesman who is selling equipment that is high in initial price, whether gas truck or electric, but lowest in ultimate cost. This course was to recommend my company's trucks only for routes on which the economies would be large, leaving the client's ledger to sell additional equipment as his present trucks wore out in the cases where the savings, while substantial, would be smaller. Difficult though this course may appear to the dealer with a payroll and rent bill to face, he will be more than repaid in the long run if he adopts it.

My eventual recommendations only called for substituting electrics for gas trucks on only 12 routes—where the annual saving ran to a considerable figure.

An experienced route analyst can usually approximate within a few dollars a prospect's monthly feed, gasoline or repair bills without the aid of any more data than the number and general appearance of his horses, vehicles, the location and size of his stable or garage and other information that can easily be secured without troubling the prospect.

Principles of Route Surveying

The first impression one receives on beginning a route survey for a bakery or milk company is the difference in personal comfort entailed by getting out of bed at midnight. After he has done this for several months on a stretch he appreciates home comforts.

It is a good plan when commencing a route survey to spend several days in the garage absorbing the details of the client's policy and studying the peculiarities of the men. The route analyst if he is to be successful must never forget that he is dealing mainly with flesh and blood. He must make the route salesmen forget he is a "white collar" man and win their friendship and confidence. The garage superintendent will be able to enlighten you as to their idiosyncracies.

One common peculiarity of bread salesmen is their dislike of being spoken of as drivers or chauffeurs. The last is considered almost an insult.

Here it may be of value to digress from this specific problem and recapitulate the fundamental principles of transportation engineering as applied to route surveying.

The following facts must be obtained before it is possible to recommend the proper transportation unit to cover a route most economically:

1. Maximum miles to route.
2. Average miles to route.
3. Maximum weight of load.
4. Average weight of load.
5. Number of cubic feet to load.
6. Average number of stops.
7. Ratio of standing and running time.
8. Grades—number and per cent.
9. Road conditions.
10. Working hours on route.

If a truck equipped with a speedometer or hub odometer is not available, mileage is best determined by laying out the route on a sheet map and measuring it with a scale. In no case should the driver's estimate be relied upon as it is almost invariably high.

Assuming that a demonstration truck is available, readings for one "heavy" and one "light" day will usually suffice in the case of a bakery or dairy. For a laundry these days, including both collection and delivery should be taken; for department store or express companies even a larger number of days are desirable.

You can determine the **weight of load** most accurately by first weighing the truck empty and then weighing it loaded on a wagon scale. When no wagon scale is available, weight should be calculated from the daily loading sheet.

Daily loading sheets for a considerable period of time will give the maximum load.

The **volume of load** in the baker business is best calculated by determining the number of cubic inches in a standard loaf of known weight.

It is my practice to keep a time record of each individual run and stop on a special sheet designed for that purpose which is standard for several electric truck companies. In this way a record can be made of each stop and, by analysis one can determine for the customer where the time leaks are.

A more common but not so satisfactory method is to use a stop watch of the type that does not run back to zero but merely stops when shut off. The standing time is determined by deducting the not running time from time spent on route.

The Route

To return to the Crescent Bread Company's routes. During the time I had spent in our client's garage I had noted carefully the name of the route salesman on each route and collected such details regarding their individual tastes and peculiarities as would be useful to me.

The route salesmen of this particular company were of an excellent type—experienced, hardworking and well trained. They make two daily trips—the first starting from midnight to 1 o'clock and ending at 7 or 8, the second beginning at 10 A. M. and terminating about noon. They were paid a salary and commission basis and earned very good wages.

All of the baking company's electric truck routes and some gas truck routes were covered by a demonstrator truck equipped with hub odometer and speedometer and the data previously described was gathered in each individual instance. Here is the average data for present and prospective electric truck routes in parallel columns:

	Present Electric Truck Routes Average	Prospective Electric Truck Routes Average
Truck stops	64	90
Customer stops	77	..
Running time	1 hr. 58 min.	2 hrs. 41 mln.
Standing time	4 hr. 43 min.	2 hrs. 44 min.
Average load	1580	1666
Maximum load	1959	1966
Roads	Poor to good	Half poor—half fair to good
Daily mileage	15.8	22.5
Ampere hour consumption	105	179
Ampere hours per mile	6.7	8.1
Average distance between stops in miles	.257	.227
Speed miles per hour	8.04	8.45

It will be noted that the average running time of the demonstrator truck averaged 2 hrs. and 41 min. as against 4 hrs, and 44 min. for standing time. This ratio of running to standing time is unusually high and testifies to the loyalty, intelligence and energy of the route salesmen.

The speed of the demonstrator truck loaded varied from 10 to 13 miles an hour. Operated under the same conditions of road and weather on the same route, it was found that the running time of the demonstrator averaged 8.5 miles per hour as against 9.3 miles per hour for a gas truck with a controlled speed of 25 miles per hour. This gave a higher speed for the gas truck of .8 miles per hour or to put it in another way, the electric took 10 minutes longer to run a 22.5 miles route.

Of course, this difference was negligible and the lower operating and upkeep costs and slower depreciation of the electric truck made it more than worth while to disregard it. In view of the lightening of his work, which the electrics involved, due to the fact that no gear shifts are necessary, the route salesman would not grudge the few minutes additional time per trip on the route.

On the early trips when it was still dark, the company's rules permitted smoking and I usually filled my pockets with cigars which I smoked myself and distributed to the salesmen. Most of them smoked but one of them told me he didn't smoke but he was "crazy about ice cream." Of course, I gratified his taste on the second trip for the route analyst is very dependent on the salesman's good will.

(*Continued on page 62*)

Form 77-SM-7-24

Name Address Date

If the different trips on the same route are not over all of the same territory, furnish separate data for each trip. The same applies if the same truck covers different territory on different days.

Route Number To Driver Weather

Test made with Chassis Cells Battery

LOAD Average lbs. Kind of Merchandise Recommendation

Maximum lbs. CHASSIS

BODY Clear Loading Width, Length, Height Special Features

MILEAGE AND ROADS | ROAD BED | MILES | Number and Grades of Hills: 2 to 5% | 5 to 10% | 10 to % | REMARKS | BATTERY

Hard Surface amp. hrs.

Loose or Broken Surface amp. hrs.

Dirt, Sand, Cinders amp. hrs.

Total Miles Per Trip Total

Present Delivery Unit: Number of Horses

Make and Capacity of Truck Lead | I. C. | Edison

STOP	CUSTOMER	TIME STARTED	TIME STOPPED	RUNNING TIME	AMPERE HOUR METER	AMPERE HOURS USED	ODOMETER	MILES	GRADE	ROAD	

Route Analysis Form Used by the Ward Motor Vehicle Company

Our COMMERCIAL CAR JOURNAL-ISTS

The "Trade-in Blues"

Quick Repairs and Expert Service Can Only be Given by a Dealer Who is Making Money. The Trade-in, Therefore, is Everybody's Problem

By R. S. WILLIAMS

IF I were a popular song writer I certainly would inscribe a ditty entitled "The Trade-in Blues." I would have it set to the "bluest" minor music and I would dedicate it to the great mass of motor truck manufacturers, salesmen and dealers. I believe it would be a big hit amongst that class of folks.

When I started to investigate the subject of "trade-in" trucks, I found plenty of men who could and did recount in great detail, the havoc it works on the profit side of the balance sheet. But when these same men were asked for some suggestion calculated to relieve the situation—I encountered what seemed to be actual reluctance to discuss it. Very few of the men I have talked to would approach that side of the question with anything like open frankness. Like Sinbad, the sailor who befriended the old man of the sea, and then could not shake him loose, the dealers and manufacturers feel that the "trade-in" problem has fastened itself on the motor truck industry and must be endured for all time.

In the following discussion the statements made represent the combined views and opinions of several men in the industry who should know what they are talking about.

Although the saturation point is far from reached on motor trucks, any salesman will tell you that in most cases today the question, "what can I get on my old truck?" is injected into the discussion very early in the interview. Frequently it forms an insurmountable stumbling block, and the sale is lost, not because the price of the new truck is too high or the prospect does not like it, but solely because the salesman cannot meet the prospect in the matter of an allowance on the old truck. The salesman is governed by what he thinks he can get for the old truck while the prospect keeps remembering what he paid for it originally and naturally those two extremes leave a wide gap to bridge.

If every truck taken in trade represented a legitimate value there would be no "trade-in" problem. The trouble is, in most cases, the truck which is offered for trade is a mighty uncertain investment. From the standpoint of actual commercial value it is well nigh worthless. It will cost more to hold the old boat together and make it travel than it will earn. But the prospect has been using it and while he wouldn't take it as a gift from somebody else, it provides him with a basis for trade. None of the truck salesmen who call on him want his old truck, but they must buy it in order to make a sale and while they would not actually cut the list price of the new truck, they will do what amounts to the same thing by bidding up the old truck, **when they know full well they can never get cost out of it.**

I had an opportunity to look over the records of a large truck manufacturer. The sales manager showed me his "trade-in" sheet which was ruled off in columns showing kind of truck taken in trade, amount allowed, garage expense to put it in running order, the re-sale price and the profit or loss. On a sheet containing twenty or more "trade-in trucks" just one showed a small profit. Every one of the remainder showed a loss of from $10 to $500. In practically all cases, the re-sale price equaled or exceeded the trade-in allowance but **there was always the bill for repairs and garage work to eat up the profit.** The salesman who allows $350 for a trade-in truck frequently forgets that it may easily cost $350 more in repairs and labor to put that truck in shape to re-sell. Can he get $700 for a used truck? Not very often in these days. Yet the dealer must get his money out of it because he can soon tie up a lot of money in second-hand trucks **which are constantly depreciating.** Every time the manufacturers make a price cut, **that lowers the price of the used truck in equal proportions.** So the truck is sold for as near cost as possible and in

THIS department is open to everyone for discussion on subjects relating to sales and service, or problems affecting the manufacturer, dealer, salesman or serviceman in the motor truck industry. Frank discussion and constructive criticism is encouraged. Suggestions for the improvement of conditions in the industry and ideas that will be of most benefit to all concerned are especially welcomed in this department.

most cases a loss in dollars and cents must be recorded.

Unhealthy Situations

The prospective truck buyer may say it is no affair of his if the dealer cannot get cost out of the old trade-in truck, but **it is to his interest to see the dealer prosper and continue in business.**

It is to the local dealer that the truck user must look for quick repairs and expert service. This can be given efficiently and continuously only by a dealer who is making money. So it would seem after all, that the "trade-in truck" is everybody's problem. The manufacturer's, dealer's, salesman's and consumer's individual interest would seem to be more nearly identical than the average man would think.

Some dealers thing that it is up to manufacturers and dealers generally to refuse to trade in any used truck and allow any given price on it. They say the sale should be made on the basis of the list price for the new truck and then the old truck can be repaired and put in good working order and put up for sale. The sale price, whatever it is, can then be applied on the former owner's account.

This plan seems to have some merit but its success depends upon its observance by all truck manufacturers and dealers. Two or three recalcitrants in a town can kick over the best efforts of the rest. The plan is fair to all and workable because there is always somebody in the market for a cheap used truck.

Keep Them Longer

One sales manager thinks there is a tendency to trade in trucks too quickly. In automobiles where the factor of style cuts quite a figure there may be no help for it, but trucks are workaday objects that are profitable insofar as they pay a good dividend on money invested. A truck of sufficient size for the work expected, carefully driven and looked after, should be good for at least five years. One of the large oil companies is running today several trucks that have been in service over five years and have been completely charged off as an investment. In other words, these trucks paid back the original cost, all running expenses and a profit besides, in five years and are still running. Such performances need not be uncommon if truck drivers knew a little more of the fundamentals of truck costs. A truck that has paid for itself and a profit besides should not be expected by the owner to bring a high trade-in price.

The difficulty arises when some salesman who hasn't made a sale for two weeks, gets over anxious and bids an unreasonably high price for a truck that usually should be junked so far as real hauling value is concerned. You can't blame the prospect for driving the best possible bargain but no salesman should get in such a rush to make a sale that he ties up all his profits and more in a worthless old truck that has long since paid for itself, and that cannot possibly be resold for a price equaling the cost.

If the dealers in any given locality would come to some satisfactory agreement and then stick to it, the over-priced used truck would be less of a problem.

The foregoing applies to the used truck **that has served its days of usefulness and logically could be junked. Its owner wants a new truck because his old truck is worn out. He trades it in for a consideration simply because he can. If he could not get a cent for it he would buy a new truck anyway**—and frequently he would do better because he would buy the truck of his choice **rather than the truck that offered the best trade-in value.**

Legitimate Trades

There is another class of used trucks which are more legitimate and which with the application of a little common sense can be handled without loss. That is the truck which turns out to be too small for the requirements; it is too light, or it has the wrong style of body, or there is some other good reason why its continued use would not be profitable. Yet in some other and different business it would be thoroughly satisfactory.

Here is a perfectly good used truck, which probably has seen less than a year's service, and is in excellent mechanical condition. Although it is unsuited to its present owner's requirements, he knows it is almost as good as new and is justified in expecting a fairly good price for it. Here is where the salesman or dealer must exercise good judgment. He must examine the truck carefully and make note of everything that must be done to put it in the best of shape. The necessary garage work must be added to the trade-in price and the total represents the cost he must get out of it. From his knowledge of the city and his line of prospects he should be able to spot somebody who would be interested in a used truck of that size at a reasonable price. It is possible he may be able to sound out his prospect on the subject before taking it over. In this way the trade-in truck will be sold before it is even bought —which is the way all "trades" should be handled as far as possible.

I recently asked a well-known sales manager why so many trucks and cars are traded in so soon after the original purchase. "Some of them," he said, "should be turned in on large sized trucks or because for some good reason they are not suited to the requirements. But there are other reasons for frequent trades which are not so compelling. There is a notion quite prevalent among business men, **that it is more economical to turn in a car or a truck every year than it is to repair it and go on using it.** This is not true when you figure the heavy depreciation the first year. If drivers were schooled in the art of careful driving and conscientious care of their trucks, the machine would be in just as good shape at the end of one year as it was in the beginning.

"Some manufacturers realize this because they are instituting a periodical inspection service made by experienced factory engineers. These men travel the territory inspecting their trucks in service. They make the inspection free of charge and render a written report to the owner stating the exact condition of the truck and its needs, together with a word of suggestion or advice. This sort of service costs the truck owner nothing but often saves him much money and time by forestalling trouble before it happens."

Solution of the Problem

It is very much easier to tell about the evils of a system than it is to suggest a feasible remedy. In setting forth the following plans it must be understood that they do not represent the writer's views so much as the opinion of motor truck men generally, and observation of tendencies which are becoming more and more common, and which may indicate a way out of the present sales-hampering situation.

One man says: "Establish in each large city a used car market. Do not take "trade-in" cars and trucks into your salesroom but turn them over to your mechanics and after you have repaired them take them to the Used Car Market and put your price on them. The salesman in charge is hired by the various motor truck and automobile representatives and does nothing but sell used cars and trucks. That is his whole business and it relieves the regular salesman of the mental strain of disposing of traded-in trucks. It does not relieve him of the responsibility in pricing them. He must avoid over-valuation for the sake of making a sale."

Another well-known man says:

"In our city we maintain a public truck appraiser and another for cars. We 'pass the buck' to him and it also serves as an alibi with our customers. When the prospect asks, 'What will you give me for my old truck?' we say, 'Well, Mr. Smith, we will just drive down to the appraiser and get his expert opinion.' He is paid by all of us and does his work impartially. If he says $400 to me, I know he will say $400 to any other truck salesman who may be angling for the deal. Of course I can't guarantee that some other salesman will not privately boost the ante $50 but for the most part we have little trouble of that kind, and the plan permits us to sell our trucks on their merits instead of having to bid in an old rattle-trap outfit that nobody wants at any price."

In one city I ran across a new type of dealer—a sort of glorified "second-hand-man" and to hear him tell it we must believe that a new type of dealer is coming into being. This dealer handles nothing but used cars and trucks. He is agent for nobody—he is a free lance. In his community he is well known and to a large extent he has solved the trade-in problem for the local car and truck dealer. He maintains a very large and complete machine shop where he can make practically any needed part or piece. When a man wants to dispose of his car or truck in order to buy a new one, he takes it to this dealer, who pays him cash. He is a good buyer and of course gets the car or truck as low as he can, but there is the cash in hand when the transaction is complete. By means of his complete and economically operated shop he is enabled to put the car in first-class shape all the way through. If necessary he paints the vehicle, all of which was kept

(*Continued on page 60*)

The last week in May will witness the start of production of the Federal-Knight express truck, the first truck to use a Willys-Knight power plant.

Never before has the announcement of a new motor vehicle created so much interest among dealers who have their eye out for a money making, volume sales producing, motor truck. The chassis sells for $1095 at Detroit.

THE FEDERAL MOTOR TRUCK COMPANY
Detroit, Michigan.

EDITORIALS

Going Right Ahead

ALTHOUGH there has been a slight dropping off in sales of passenger cars during the past few weeks, because of weather conditions and over-stocking of dealers, commercial car sales have been advancing steadily.

Motor truck manufacturers are looking forward to a banner year. Reports from various sections of the country indicate that the motor truck business is not only better but on a sounder basis. Certain factories which have put commercial cars out on a consignment basis have cleaned up this business and are now making money each month. Some of the large producers are doing a record business. Parts manufacturers are doing considerably larger business than a year ago. Collections have been on a prompter basis than any time during the past three and a half years. The demand for motor buses has been responsible in a measure for better conditions.

On the other hand many dealers are to be found who claim that the truck business is slow. A "close-up" on such dealers usually shows that the business is not slow but that they are slow. To sell motor trucks means to get out and hustle. It means combing the territory continuously.

Perhaps these dealers have not accepted the oft-repeated advice that the only way to sell commercial cars is to sell them on a transportation basis. Selling half the vehicle instead of fully equipped with body, cab, winch, hoists, etc., isn't selling them right.

The dealer must realize that although seasons might to a certain extent affect the sale of commercial cars in some businesses, the selling of transportation is an all year around business. Therefore, the commercial car dealer must be on his toes all the time.

Perhaps those dealers who are finding passenger cars somewhat harder to move just now than they expected will find this an opportune time to push the sale of commercial cars. A story in this issue illustrates the attitude which many dealers take toward the commercial car. We believe that if more dealers would put half as much sales effort behind the truck department as they do in the passenger car end, they would not only find themselves making more money, but they could distribute their sales effort more efficiently and have a steady year around business.

Clean Business

BELOW we are reproducing an editorial from a recent bulletin issued by the Electric Transportation Club of Chicago. This editorial stresses the importance of doing a "clean" business. Although the bulletin is issued particularly for the benefit of the electric truck transportation engineer, any salesman in the truck field can well afford to heed the advice given.

"Mr. Salesman—you believe that your truck or battery is better than your competitor's—if you didn't you wouldn't be selling it.

You want to show your prospect that your truck fits his needs better than your competitor's—you must show him this or you can't sell him.

Your truck may have a seven inch frame, a competing truck only a six inch one. You believe that extra inch is worth while—tell your prospect about it, but—

Don't scour the town to see if you can't find a competitor's truck where the frame has failed, so that you can say to your prospect:

"See what will happen to you if you buy that make of truck!"

That is negative argument—

Furthermore it is dirty competition—

And finally, the prospect is sure to think:

"If the other fellow's six inch frame failed, this seven inch one will do the same as sure as I overload it a few hundred pounds."

And then everyone is worse off.

There are still 30,000 horses in Chicago. That calls for 10,000 electric trucks.

The field for electric transportation is tremendous. The need is great. Let's each of us sell his goods.

By giving the other fellow a square deal, we are helping ourselves.

Clean business means more business, and we do want more business."

Buses

Whether the word "bus" should be spelled in the plural as "busses" or "buses" has been the subject of recent inquiries. Although dictionary authority sanctions both ways of spelling, Commercial Car Journal, in conformity with the other publications of United Publishers' Corporation, now spells the word "buses." This form is current usage in all leading automotive trade publications.

News of the Trade

Many New Surveys in "Facts and Figures"

Publishing for the first time the results of many new surveys of the volume and uses of motor transportation, the National Automobile Chamber of Commerce is issuing this week the 1924 edition of "Facts and Figures of the Automobile Industry."

The booklet contains the first national study which has ever been made of municipal taxes on motor vehicles. Reports from city treasurers of a large majority of the municipalities gave a total of more than $13,079,000 paid by motor vehicles in city taxes in 1923.

The new summary of persons employed directly and indirectly in the automobile industry for the past year records a total of 3,105,350 of whom 318,100 are workers in motor vehicle factories.

Exports from the United States, plus Canadian exports of vehicles of U. S. design, plus American cars assembled abroad, totaled for 1923—328,999.

Among other topics covered in this review are: The amount of raw materials used in the manufacture of motor vehicles; production figures on gasoline, oil and tires; the number of cars owned by doctors; railroad use of motor trucks; list of electric railways operating motor bus lines; world registration; number of motor vehicles in proportion to population in all countries of the world; city registration; data on highways; surveys of motor vehicle operating costs in relation to different types of roads; data on taxes; studies of the distribution and use of motor vehicles.

Among the outstanding facts brought out in the review are:

The world registration is 18,023,584 motor vehicles, 88 per cent in U. S. A.

Motor vehicle taxes in United States in 1923 totaled $471,548,000.

Farmers' federal motor tax bill in 1923 was $45,864,200.

Automotive products paid 77 per cent of the total special federal excise taxes in 1923.

More than 4,500,000 cars and trucks are owned on farms.

289,000 children are transported to school daily in motor buses.

Miles of surfaced highways in United States on January 1, 1924, totaled approximately 430,000.

About 35,000 new miles of highways were surfaced in 1923.

Total highway mileage of U. S. equals 2,940,000.

97 per cent of Cincinnati's milk supply is brought to the city in motor trucks.

Motor vehicles ranked second among commodity exports in 1923.

1923 was the record year for iron and steel production, savings bank deposits, home building, rail carload shipments and automobile sales.

Automotive Industry Accounts for 1.4 Per Cent of Wealth

Out of an estimated national wealth for the United States in 1922 of $320,803,862,000, the motor industry accounted for a total of $4,567,407,000 or 1.4 per cent of the whole, according to figures just released by the Bureau of the Census. Point is made that no comparison can be made in the figures with former years inasmuch as when the last estimate was made in 1912 the motor industry did not figure.

Explanation is made that the estimates for motor vehicles are based on reported production during a period of years covering the average life of automobiles, trucks, tractors, and motor cycles, and statistics of registration prepared by the Bureau of Public Roads and other agencies, with allowances for depreciation and valuation in accordance with prices prevailing in 1922.

Street railway systems, according to the statistics, outrank the motor industry by one tenth of one per cent, they being credited with 1.5 per cent of the whole. Co-incidentally the wealth of the nation in gold and silver coin and bullion is also 1.4 per cent of the whole or exactly the same as the motor industry.

Real property and improvements, taxed, the statistics further relate, form 48 per cent of the whole or approximately one-half.

Coming Events

CONVENTIONS

Akron, Ohio, November 18 to 20, 1924—1924 convention of the National Tire Dealers' Assn. Hosts, Akron Retail Tire & Accessory Dealers' Assn.

Albuquerque, N. M., May 26 to 31, 1924—U. S. Good Roads Exhibition to be held under the auspices of the U. S. Good Roads Assn. and National Bankhead Highway Assn. Display at Armory and meetings at Sunshine Theatre. Col. J. A. Rountree, Director-General, 4th and Gold Sts.

Atlantic City, N. J., May 19 to 23, 1924—National Electric Light Assn. convention and exhibit. Electric trucks, etc. Million Dollar Pier.

Atlantic City, N. J., June 23 to 27, 1924—27th annual convention of the American Society for Testing Materials to be held at Chalfonte-Haddon Hall. C. L. Warwick, Secretary-Treasurer.

Atlantic City, N. J., October 6 to 10, 1924—annual convention and exhibit of the American Electric Railway Assn. Young's Million Dollar Pier. Fred C. J. Dell, Director of Exhibits, 8 W. 40th St., N. Y.

Boston, Mass., June 4 to 6, 1924—Meeting of the National Foreign Trade Assn., in cooperation with the National Council of American Importers and Traders. O. K. Davis, Sec., 1 Hanover Sq., N. Y. City.

Chicago, Ill., June 2 and 3, 1924—Annual meeting of the National Motor Regrinder and Rebuilders' Assn. Charles H. Hart, Sec., 3848 N. Clark St., Chicago.

Chicago, Ill., January 29 and 30, 1925—Eighth annual convention of the National Automobile Dealers' Assn., to be held at Hotel La Salle. Lynn M. Shaw, Asst. Gen. Mgr., 320 N. Grand Ave., St. Louis.

Cleveland, Ohio, November 18 and 19, 1924—Joint service meeting with the National Automobile Chamber of Commerce.

Colorado Springs, Col., June 22 to 27, 1925—Summer meeting of the Automotive Equipment Association, to be held at Broadmoor Hotel.

Detroit, Mich., May 19 to 21, 1924—National Service Congress of the National Automobile Chamber of Commerce.

Detroit, Mich., May 19 to 23, 1924—National Service Convention and Maintenance Equipment Show to be held under the auspices of the National Automobile Chamber of Commerce, in the General Motors Bldg., Exhibition Hall. S. A. Miles, Mgr., Marlin-Rockwell Bldg., Madison Ave., New York City.

Detroit, Mich., May 20, 1924—Auunal secretarial conference under the auspices of National Automobile Dealers' Assn. C. A. Vane, general manager, 320 N. Grand Ave. Hotel Statler.

Detroit, Mich., May 21 to 24, 1924—First International Motor Transport Congress under the auspices of the National Automobile Chamber of Commerce.

Detroit, Mich., June 3 and 4, 1924—Annual convention of the Automobile Body Builders' Association to be held at Hotel Statler. Exhibition of body materials and parts also included. Detroit Section of the S. A. E. will participate. F. D. Mitchell, Sec., 1819 Broadway, New York City.

Detroit, Mich., October 21 to 24, 1924—Production meeting of the National Automobile Chamber of Commerce.

Louisville, Ky., May 8 and 9, 1924—2d annual convention of the Hardwood Manufacturers' Institute, Brown Hotel. J. M. Pritchard, Secretary-Manager.

Louisville, Ky., September 29 to October 3, 1924—13th annual Safety Congress of the National Safety Council. W. H. Cameron, managing director.

Washington, D. C., June, 1924—Pan American Highway Congress of the Pan-American Highway Mission.

Wilkes-Barre, Pa., October 17 to 18, 1924—Annual convention of the Pennsylvania Automotive Assn. R. C. Duffus, Mgr., 302 Security Bldg., Harrisburg, Pa.

S. A. E. MEETINGS

Spring Lake, N. J., June 24 to 27, 1924—Annual summer meeting, C. F. Clarkson, Mgr.

New York, N. Y., September 24 and 25, 1924—Automotive Transportation Meeting.

Detroit, Mich., October 22 to 24, 1924—Production Meeting.

Cleveland, Ohio, November 18 and 19, 1924—Service Engineering Meeting.

New York, N. Y., January 8, 1925—Annual Dinner.

Detroit, Mich., January 20 to 23, 1925—Annual Meeting.

Detroit, Mich., January 21, 1925—Annual Carnival.

SHOWS

Chicago, Ill., June 2 and 3, 1924—1st annual show of the National Motor Regrinders Assn. to be held at the Lexington Hotel under the auspices of the National Motor Regrinders and Rebuilders Assn. of U. S. and Canada. Proper mechanical fitting of rebuilt motors, etc. John J. Fuchs, Jr., 1047 Farnum St., Omaha, Neb.

Detroit, Mich., May 19 to 23, 1924—National Service Convention and Maintenance Equipment Show to be held under the auspices of the National Automobile Chamber of Commerce, in the General Motors Bldg., Exhibition Hall. S. A. Miles, Mgr., Marlin-Rockwell Bldg., Madison Ave., New York City.

Green Bay, Wis., August 25 to 29, 1924—5th annual show of the Automotive Division of the Green Bay Association of Commerce. Automotive Bldg., Northeastern Wisconsin Fair Grounds (300,000 sq. ft.) Passenger cars, trucks, accessories and sports apparel. W. E. Kerwin, Mgr., Bellin Bldg.

Sacramento, Cal., August 30 to September 7, 1924—70th annual California State Fair under the auspices of the State Board of Agriculture. Tent 100 x 350. Passenger cars, trucks, tractors and accessories in other tents. C. W. Paine, Sec.

Reeves Believes Truck Production for 1924 Will Show Increase

Declaring that the co-ordination of motor trucks with other fields of transportation is fast establishing the highway vehicle in its rightful position in the general scheme of transportation, Alfred Reeves, general manager of the National Automobile Chamber of Commerce, spoke enthusiastically on the prospects of the truck and bus at the dinner of the White Motor Co. at the Hotel Cleveland at Cleveland, Ohio, April 24th, attended by the company's factory and field organization.

So well does Mr. Reeves think of the outlook for the commercial vehicle that he told the White men that he believes that 1924 will see a bigger increase in the production of trucks and buses than will obtain in the passenger car field.

Dwelling on the rapid strides being made by the truck, he told of the interest in this form of transportation which is being shown by both the New York Central and Pennsylvania railroads. The former now has more than 30 motor trucks in its service under contract with haulage companies, both to replace l. c. l. package freight trains and to assist in terminal movement, he said, while the Pennsylvania now operates, by contract with haulage companies, some 20 motor trucks in 11 units, displacing 11 local l. c. l. package trains. At least half a dozen other railroads are contemplating using trucks to replace l. c. l. freight trains in much the same way, he declared.

In the bus field, he pointed out that last year there was an increase from 60 street railway companies operating some 300 buses to 128 companies with more than 1200 buses, or an increase of about 300 per cent within a year.

"Of these 218 street railway companies, 13 have replaced street railway lines with bus operations entirely," he said. "In addition nine electric railway companies are listed by the American Electric Railway Association on March 15, 1924, as planning to operate buses either as feeders, auxiliaries or co-ordinated branches. Five electric railways operate trackless trolleys. This makes a total of 143 different bus or trolley lines operating in connection with or superseding street railway lines."

Another opportunity for trucks is found in the decision of the Supreme Court of Texas, he said, which has rendered a far reaching decision permitting railroads to discontinue unprofitable branch lines and thus permit the use of trucks by railroads when they are willing to do so. Inasmuch as there are 659 short-line railroads in this country, two-thirds of which have a mileage of 25 miles or less, this decision should count for much with truck makers.

Mr. Reeves, speaking of the action of Senators who also are commissioners of the City of Washington in establishing a weight limit of 28,000 lbs. for loaded motor trucks and which is in line with the recommendations submitted by the Bureau of Roads, said that this is the maximum which motor truck manufacturers have insisted should not be exceeded by their customers.

"Overloading is an evil which anyone must battle," said the N. A. C. C. representative. "We need more law enforcement against those who would overload either light or heavy trucks and thus insure the highways.

"In fairness to other highway users only well built trucks with legal width of tires, properly distributed loads and with fair limits on the width of bodies should be allowed on the highways."

Parts Jobbers and Manufacturers to Organize

Parts jobbers and manufacturers will hold a meeting in Detroit on May 24, for the purpose of organizing a national association. It was planned to launch the association at a meeting in Chicago on April 21, but leaders in the movement wishing to take advantage of the National Automotive Service Convention and Automotive Maintenance Equipment Show, scheduled to be held in Detroit May 19-25, decided on a change of date and place as above indicated. This move, says a circular issued by W. D. Patterson, president of Patterson Parts, Inc., San Francisco, one of the prime movers, should insure a substantial attendance and render it possible to launch a powerful parts organization. Only a limited number of delegates likely would have attended the meeting in Chicago had it been held.

Headquarters will be established by the parts factors in the Statler Hotel during the equipment show while the organizing convention will be held at some point to be decided later. C. H. Shuptrine, president of Shuptrine Parts Service, Inc., Cedar Rapids, Ia., is associated with Mr. Patterson in launching the proposed association.

Motor Trucks Haul More Farm Products

A rapid increase in the percentage of farm products shipped by motor truck is indicated in a survey recently completed at Altoona, Pa., by the Pennsylvania State College Agricultural Experiment Station.

The report asserts that the growing prominence of the motor truck in the transportation of food products into Altoona, and in their distribution to nearby points, has been made possible by extension of hard surfaced roads throughout Blair County.

During the past year the motor truck brought 67 per cent of whole milk into Altoona, and 40 per cent of all dairy products according to the survey.

Percentages of other farm products hauled by truck as compared to railroad transportation were as follows: Eggs, 68 per cent; dressed poultry, 89 per cent; cabbage, 48 per cent; onions, 19 per cent; potatoes, 11 per cent; tomatoes, 27 per cent; apples, 76 per cent; peaches, 39 per cent; pears, 21 per cent; grapes, 7 per cent; strawberries, 33 per cent; raspberries, 100 per cent; and plums, 59 per cent.

Buses Are Sharing Tax Burden According to Recent Survey

A statement made by the National City Co., New York, in its booklet, "Mighty Servants of Civilization," in which it takes up the cudgel in behalf of the traction companies, to the effect that motor buses have not shared the tax burden with the trolley companies and that the "expense of maintaining the highways and similar costs have been saddled upon the already heavily burdened taxpayer" is disputed by statistics compiled by the automobile industry.

As proof that the motor vehicle pays its share, these statistics show that last year $188,947,000 was collected from motorists for State registrations, of which $153,203,506 was applicable for foad maintenance. This is only a small share of what it cost the motorists of the country in the way of taxes, collections from all sources totaling over $450,000,000.

"The electric railway industry enjoyed prosperity practically from its inception to the time of the entrance of this country into the World War," says the booklet. "Notwithstanding continued good traffic, the rising costs beginning at that time, together with the inflexibility of the rates of fare fixed in many instances by old municipal franchises, produced a heavy financial strain which some companies were unable to withstand. And added to this severe handicap, unfair bus competition was allowed in many instances.

"The effects of the low fixed rates of fare, the jitney competition and the abnormally high operating costs were for a time serious in many cases and there still remain some unfavorable conditions to overcome. On the whole, however the traction situation may be said to have definitely turned the corner toward renewed prosperity."

Refinancing of Steinmetz Electric Now Under Way

The receivership proceedings against the Steinmetz Electric Motor Car Corp., Baltimore, Md., have been withdrawn and the first step of the new financing has been completed, the stockholders having subscribed to the $60,000 minimum asked for of the $300,000 three year 7 per cent gold coupon note issue. The funds from the sale of these notes have been held in trust until the minimum of $60,000 was reached. This amount having been subscribed, the money now is released for the corporation's use. It is planned to offer the balance of the issue to the stockholders of the corporation on the partial payment plan.

Officers of the company say that it now has more unfilled orders for both electric trucks and tractors on its books than it ever had before and that additional orders for its products have been coming in all the month.

Following the refinancing, there has been a stockholders' meeting which re-elected as directors Herbert A. Wagner, George M. Keller, K. E. Turner, Harrison Wagner, Gerald Priestman, H. B. Le Quatte and Dr. C. B. Ensor.

Association for Replacement Parts Dealers Formed

The Automotive Replacement Parts Dealers Association, of Chicago, is the formal style of a new trade organization. In addition to seeking closer relationship between the various distributors and establishing more practical methods for the development of the automotive replacement parts business in this field the association's constitution sets forth the following further objectives.

"To encourage its membership to adopt higher ethical standards in conducting their respective businesses; to study the economic problems confronting the sale and distribution of replacement parts and to freely exchange their experience with brother members; to develop a closer bond of fellowship and foster fair business practices among those engaged in the sale and distribution of essential parts."

Interchange of credit information also will be an important feature of the association's business while it is proposed to conduct a campaign to educate owners to have repairing attended to in winter months. Manufacturing interests will not be eligible to membership, the rule on eligibility excluding not only the manufacturer, himself, but "any branch warehouse, store or organization owned by a manufacturer, or whose operation is in any degree directed or controlled by a manufacturer."

Following are the officers: L. C. Smith, of the L. C. Smith Bearings Co., president; R. F. Stahl, Standard Units Parts Co., vice-president; James G. Winterfeldt, Wel-Ever Chicago Sales Co., secretary; H. A. Kiken, Motive Parts Company of America, treasurer.

M. A. M. A. Advises Caution in Placing Commitments

Declaring that there is nothing fundamentally wrong with general business of the country as anayzed by the directors of the Motor and Accessory Manufacturers' Association at their monthly meeting, President G. Brewer Griffin in a message to members advises caution in placing committments and tells them to urge their customers to order at least 60 to 90 days in advance of their needs.

"The automotive business from an accessory manufacturer's standpoint shows little improvement since last month but we believe the entire year will show an output of vehicles about in line with the estimates of the Motor and Accessory Manufacturers' Association members made at the beginning of the year (which was set at between three million and three million five hundred thousand vehicles) unless some now unforseen developments materialize," says President Griffin.

"We are cautioning our members not to commit themselves for materials and parts beyond firm orders from their customers where parts of devices in any sense special, or beyond 60 days stock in advance of safe estimated sales in any case with manufactured products, and to continue to urge their customers to indicate their needs definitely at least 60 or 90 days in advance to permit the accessory supplier to manufacture with economical certainty."

Bassick Alemite Has Acquired Allyne Zerk Company

The Bassick Alemite Co., of Chicago, has acquired a large interest in the Allyne Zerk Company, of Cleveland, according to authorative information given out by a representative of the Bassick interests. The Bassick Company manufactures and distributes the Alemite lubrication system for automobiles while the Allyne Zerk Company is maker of an automobile lubricating device. Just how the new arrangement will effect either organization remains for developments to unfold, it being said that "details are to be worked out," and that for the time being the association will be merely co-operative.

The negotiations involved no transfer or re-issuance of stock, each company to retain its own individuality, E. W. Bassick, of Bridgeport, remaining as president of the Bassick Company and E. E. Allyne, of Cleveland, retaining the presidency of the other company. It is stated, however, that the retail selling of both company's products will likely be conducted by the Bassick Company.

Reports that a merger of the Stewart-Warner Speedometer Corporation and the Bassick Alemite Company is being negotiated have been denied by both sides, a Bassick spokesman saying "there is nothing to it" and the story being characterized by a Stewart-Warner official as "stock wire talk."

More Than 34,000 Trucks Made in March

March production of automobiles, based on figures received from 186 manufacturers, 96 making passenger cars and 119 making trucks with 29 making both passenger cars and trucks, as compared with previous months was made public by the U. S. Department of Commerce. Data for earlier months include 12 additional manufacturers now out of business, while March data for 7 small firms were not received in time for inclusion in this report. Figures on truck production also include fire apparatus and street sweepers.

The statistics which follow, show that a production gain was made in passenger cars during March, 1924, over the same month in 1923, while a slight loss is noted in the production of trucks over the same period:

	Passenger Cars			Trucks		
	1922	1923	1924	1922	1923	1924
January	81,696	223,819	287,302	9,576	19,720	*28,850
February	109,171	254,773	*336,373	13,350	22,161	*31,096
March	152,962	319,770	348,396	20,022	35,260	34,063
April	197,224	344,639	.....	22,640	38,056	.....
May	232,462	350,410	.....	24,097	43,678	.....
June	263,053	337,362	.....	26,298	41,145	.....
July	225,086	297,330	.....	22,046	30,663	.....
August	249,492	314,373	.....	24,692	30,829	.....
September	187,694	298,911	.....	19,462	28,638	.....
October	217,566	335,023	.....	21,795	30,166	.....
November	215,352	284,923	.....	21,949	28,070	.....
December	208,010	275,439	.....	20,354	*27,744	.....

* Revised.

April Production Shows Usual Seasonal Drop

Estimates based on shipping reports received by the National Automobile Chamber of Commerce placed April production of cars and trucks at 337,000, which is 12 per cent less than March and 12 per cent under April of last year. This report is not at all alarming, showing as it does a tapering off in production as in all other lines of industry.

Only a few companies reported April shipments larger than March, while a noteworthy feature is that there still are a number of makers who are having a record demand and who are working overtime to produce the required number of vehicles.

As a matter of fact the April count of 337,000 is somewhat larger than had been looked for, reports received during April seeming to indicate that production as a whole was from 15 to 20 per cent below March. The industry is going at a faster pace than in 1923, too, for the total for the first four months show a production of 1,403,042 as compared with 1,258,198 in the same period last year.

Chicago Dealers to Fight Repair Shop Ordinance

The Chicago Automobile Trade Association has gone into court to fight a new ordinance requiring automobile dealers who run repair shops in connection with their business to pay a license fee on the repair shops. Members of the association who have been served with police slips pertaining to this license are advised by the association to decline payment and send their tickets in to the association to be handled there. The ordinance in question was passed following repeal of another measure which exacted an automobile salesroom license fee.

St. Louis Tire Dealers Elect Officers

The first annual election of the newly-formed Tire Dealers' Association of St. Louis resulted in the selection of A. P. Woehrle of the Beverly Rubber Co., as president; Sam L. Charlins of the State Tire Co., vice-president; H. F. Schollmeyer of the Valley Motor Co., secretary; C. V. Quinn, Reid-Quinn Tire Co., treasurer.

Brief Notes on the Commercial Car Industry

Edmunds & Jones Corp. has approved an increase in the company's common stock from 40,000 to 80,000 shares.

* * *

Burgess-Norton Mfg. Co. of Geneva, Ill., and Brooklyn, N. Y., announced the opening of an additional branch at 21 West Peachtree St., Atlanta, Ga.

* * *

In order to have its name more representative of its products the Creamer Mfg. Co., 387 Tenth St., Milwaukee, Wis., has changed its name to the Milwaukee Circulating Pump & Mfg. Co.

* * *

Doehler Die Casting Co. earned $250,000 the first quarter, sales being estimated at about $2,000,000. For the full year of 1923 sales totaled $1,893,031 and earnings per share of common were equal to $3.80.

* * *

Theodore L. Dodd & Company, 80 E. Jackson Blvd., Chicago, Ill., with branch office in the General Motors Bldg., Detroit, Mich. have been appointed Western Sales representatives for the Milwaukee Lock Washer Co. of Milwaukee, Wis.

* * *

Out of the forty-six makes of passenger cars and thirteen trucks exhibited at the first automobile show at Auckland in February, thirty-two makes of passenger cars and seven of trucks were of American manufacture, American Consul K. de G. McVitty at Auckland, New Zealand, advises.

* * *

The Wagner Baking Company of Detroit, has just purchased 20 1 ton commercial electric trucks. This is the second important installation of electric trucks in America's automobile city, the other being the Mills Baking Co. with 80 Ward vehicles.

* * *

The Strom Ball Bearing Mfg. Co. is the new name of the U. S. Ball Bearing Mfg. Co., 4527 Palmer St., Chicago. The change in name is made to more closely identify the product with the company's title and does not involve any change in personnel, product or policy.

* * *

Clem H. Davis, Lowell R. Kraus and Hugo Miller, associated for many years with H. Scherer & Co., have formed a new corporation, Davis, Kraus & Miller, Inc., of Detroit, to succeed to the commercial business of the Scherer company, maker automobile trimmings. The new concern intends to carry on the business in the same location, 440 Jefferson Ave., East.

* * *

The Eaton Axle and Spring Co. announces the opening of an office in room 4-136 General Motors Bldg., Detroit, for the purpose of further facilitating its service to the automobile industry. Messrs. E. H. Janes, W. H. Wallace and D. R. Swinton, representing the Bumper, Spring and Axle Divisions of The Eaton Axle and Spring Company, will make this office their Detroit headquarters.

A new type electric locomotive, using oil for its fuel, the first of its kind ever manufactured in America, has been built jointly by the General Electric Co. and the Ingersoll-Rand Co. This locomotive has been especially designed for switching service and will be given its first practical test by the New York Central in its freight yards at 11th St., New York City.

* * *

The voting trustees of the Racine Horseshoe Tire Corp. have unanimously decided to dissolve the voting trust and place control of the Racine Horseshoe Tire Corp. in the hands of the common stockholders. The holding corporation for which the voting trust functions also will be liquidated. All company activities are now centered in the management of the operating company with offices at Racine. Production at this time is exceptionally good.

* * *

Net income of $600,881, after charges and taxes, is reported by the Timken-Detroit Axle Co. for 1923. This compares with $175,000 in 1922. Preferred dividends required $327,086, leaving $273,795 carried to surplus account. The annual report shows current assets as of Dec. 31 as $7,255,597, including $434,893 cash. Current liabilities totaled $2,384,434. The profit and loss surplus was $4,517,769, comparing with $4,122,545 in 1922. Outstanding there is $4,657,300 7 per cent preferred stock and $8,247,220 common.

* * *

There has been a reorganization of the Chicago Fuse Mfg. Co., Chicago, following the purchase by President W. W. Merrill of the remaining block of stock held by A. D. Dana of New York, until recently chairman of the board. The capital stock has been changed from 7500 shares of $100 par value to 60,000 shares of no par value. Of these 30,000 were immediately subscribed for, a considerable number going to Mr. Merrill and his associates, who now own the controlling stock. There will be no change in policies and methods and the old officers carry over.

* * *

The Eisemann Magneto Corp. announces the removal of its executive, accounting, sales and advertising departments to 165 Broadway, New York City. The purchasing, production, cost accounting and service departments remain at the factory office at 32 33rd St., Brooklyn, N. Y.

* * *

The N. A. Petry Co., Inc., 328 North Randolph St., Philadelphia, Pa., makers of the Petry Bus Heating System, announce the appointment of the Burry Railway Supply Co., Peoples Gas Bldg., Chicago, as middle-west sales representatives.

* * *

The officials of the Gotfredson Truck Corp., Los Angeles, Cal., have approved the plans for a two-story factory branch to be erected at a cost of $100,000. The building site has a frontage of 235 ft. and a depth of 175 ft. Benjamin Gotfredson, head of the truck firm, considers Los Angeles the logical center of the Pacific coast commercial car field. The branch will serve as salesrooms and service station, but will eventually be developed into an assembling plant for trucks.

* * *

Mengel Co. reports net sales of $10,825,278 for 1923, against $7,948,970 in 1922, and net profit after all deductions of $702,470, against $6,368. After preferred dividends the net profit for 1923 was equal to $7.78 a share earned on the $6,000,000 common capital stock outstanding. Because of back dividends on preferred stock amounting to 8¾ per cent, however, the company reported a deficit of $52,524 for 1923.

* * *

No change in the personnel of the B. F. Goodrich Co. occurred as a result of the annual meeting held recently, all retiring directors being re-elected and officers reappointed without change. The stockholders also ratified the reduction in the authorized but unissued common stock capitalization from 1,500,000 shares of no par to 750,000 shares and voted to retire 11,880 shares of preferred stock in accordance with charter provisions.

* * *

Traffic men and directors of traffic of the manufacturing divisions of the General Motors Corp. and its affiliated companies met in New York City in April, the occasion being a session of the General Motors Traffic Assn., of which Alfred H. Swayne, vice-president of the corporation, is chairman. The object of this association is to co-ordinate the various traffic problems confronting General Motors as a whole in its relations with the railroads of this country and Canada as well as ocean steamship companies.

* * *

The Springfield (Mass.) Statistical Bureau has been established as a department of the Springfield Automotive Dealers' Association. The purpose of the bureau is to collect and distribute to automotive dealers statistics and other information of interest to them.

* * *

Evidence of the recognized value of motor buses is seen in the cable just received by the U. S. Bureau of Foreign and Domestic Commerce from Trade Commissioner Pauly at Melbourne, Australia, who reports the recent organization of a company to operate a number of large motor trucks as feeders to certain lines of the Victorian Railways. This company, known as the Railway Auxiliary Motor Company, Ltd., commissioner Pauly concludes, is capitalized at $10,000.

* * *

A two-reel industrial motion picture has been made of the story of Bakelite by the Rothacker Film Co., of Chicago., for the Bakelite Corp. It is available without rental charge to dealers who wish to give it local showing under their auspices.

F. N. Adgate, western sales manager of the Lancaster Steel Products Corp., a subsidiary of General Motors, has joined the General Motors Export Company at New York. He will travel South America, working from the office at Buenos Aires and at Rio de Janeiro.

E. W. Allen, formerly engineer and assistant manager of the Central district of the General Electric Company with headquarters in Chicago, has been appointed manager of the engineering department of that company. **A. R. Riggs** has been named district engineer to succeed Mr. Allen.

W. C. Allen, well known in the automotive trade, has been appointed to serve as assistant to **F. E. Glass,** sales manager of the Oakes Company of Indianapolis, manufacturers of Oakes spare tire and spare wheel lock.

Allen D. Billinghurst, formerly foreign representative of the Federal Motor Truck Co., and who has later been associated with the Autocar Truck Co. as manager of their Cleveland and Detroit branches, has resigned from the Autocar company. Mr. Billinghurst is making his home in Detroit and advises he has no immediate plans for the future.

Roger Birdsell, formerly connected with the Bureau of Standards at Washington, D. C., is now sales engineer of the Racine Radiator Company of Racine, Wis. Mr. Birdsell has had a varied experience in the automotive industry and is recognized as an engineer of exceptional ability.

R. M. Blundin, salesman for R. S. Sayer, Jr., Philadelphia distributor of Oakes Locks, has been awarded a cash prize of $25 for the best individual sales effort of any Oakes salesman during the month of March. This is the third prize Blundin has won in the last six months, his previous best efforts coming in the Thanksgiving and Christmas contests.

J. F. Bowman has resigned as vice-president in charge of sales of the Garford Motor Truck Co. of Lima, O. Though young in years, Mr. Bowman is one of the oldest motor truck managers in point of service in the industry. He was at one time with the Federal Motor Truck Co. of Detroit

Wm. T. Burns, automotive engineer of the Timken Roller Bearing Co., died in Canton, Ohio, of pneumonia April 23rd. Mr. Burns was with the Timken company for eight years.

Foust Childers has been appointed advertising manager of Remy Electric Co., succeeding **H. M. Carroll,** who resigned to become a member of the Campbell-Ewald agency. Mr. Childers became associated with Remy six years ago as a member of the tool engineering department, later with the production division, and more recently has been engaged in factory personnel work.

Charles A. Coffin, former president of the General Electric Co. and now honorary chairman of the board, was awarded a certificate of honorary membership in the Franklin Institute on April 16th at Philadelphia. This honor, conferred by one of the foremost scientific societies in the world, was in recognition of Mr. Coffin's many achievements and contributions to the electrical industry.

C. B. Dakin has been appointed factory and sales manager of the Michigan Pattern & Machine Works, Detroit. Mr. Dakin has been associated with the motor industry since 1911, having been connected with the Oakland Motor Car Co., Continental Motors Corp., Fisher Body Co. and the Ternstedt Mfg. Co.

George W. Daum has been elected vice-president and general manager of the Pennsylvania Rubber Co., Jeanette, Pa., to fill the vacancy caused by the death of Seneca G. Lewis. Mr. Daum has been with the company since 1909, coming from the B. F. Goodrich Co. He has held successive positions of cost manager, assistant superintendent, superintendent, production manager and vice president-assistant general manager.

Personal Items

Edmond V. Dunbar, formerly general manager and director of sales of the United Parts Co. of Cleveland, has joined the H. L. Rackliff Co., automotive marketing counselors. He will be connected with the research departments.

A. L. Edwards has been appointed Detroit representative of Blood-Brothers Machine Co. of Allegan, Mich., makers of universal joints and propellor shafts. His headquarters will be 3-267 General Motors Bldg., Detroit.

J. W. Fischer, for the past ten years sales manager of the A. L. Mosler Co., and three years prior to that vice-president and sales manager of the Bethlehem Spark Plug Co., has become a member of a new firm at San Francisco, representing equipment manufacturers, called the Wentworth-Fischer Co.

Harry H. Gildner, formerly in charge of the Chicago office of the Timken Roller Bearing Co., has been appointed manager of the Industrial Division of that company with headquarters in Canton, Ohio.

Sid G. Harris, formerly sales engineer with the eastern distributors for the Cleveland Pneumatic Tool Company, is now associated with the fleet department of the R. M. Hollingshead Co., manufacturers of Whiz products.

Earl R. Harwick, president and general manager of Harwick & Co., has resigned from active connection with his company to become director of field activities in Zone No. 3 for the H. L. Rackliff Co., automotive marketing counselors. Mr. Harwick will be in charge of all Southern activities for the Rackliff organization with headquarters at Georgia Savings Bank Bldg., Atlanta, Ga.

P. K. Hexter, of New York, a veteran in the motor truck industry, has joined the Selden Truck Corp. of Rochester, as vice-president and sales director, succeeding Hal T. Boulden. Mr. Hexter's experience covers service with the Republic Motor Truck Co., Day-Elder Motor Corp., Motor Transport Corps of the U. S. Army.

William S. Knudsen, president and general manager of the Chevrolet Motor Co., has been elected vice-president and a director of the General Motors Corp. Mr. Knudsen has been identified with the manufacturing branch of the automobile industry since 1905, having been with Chevrolet since 1922.

J. A. Kraus, for the past ten years advisory and chief engineer of the Garford Motor Truck Co., of Lima, O., has resigned.

F. J. Lane has been elected vice-president of the Allyne-Zerk Co. of Cleveland. Mr. Lane is well known in the automobile industry, having been identified with it for the past 10 or 12 years.

H. F. Libby, with the Burgess-Norton Mfg. Co. of Geneva, Ill., as sales representative of the Missouri Valley States in 1920-21, is again back with this concern and will cover the states of Missouri, Arkansas, Kansas, Oklahoma and Texas.

Leo A. Lutz, who has been a sales representative of the Buffalo division of the Dunlop Tire & Rubber Co., has been appointed manager of the San Francisco division of that organization. Mr. Lutz will cover California, Washington, Oregon, Idaho, Utah, Nevada, New Mexico and part of Montana.

George C. McMullen, formerly manager of sales of the industrial bearings division of the Timken Roller Bearing Co., has become district manager of sales of the Timken interests on the Pacific Coast, with headquarters in San Francisco. Harry H. Gildner, formerly in charge of the Chicago office, becomes manager of the industrial division at Canton, Ohio.

Edward A. Moree has resigned as general manager of the Automobile Merchants' Association of New York City, to accept a position of full time with the Empire State Automobile Merchants' Assn. He will have temporary headquarters in the Fisk Bldg., but later on will open an office in Albany. **Chas. F. Rhodes,** who was Mr. Moree's assistant, has been appointed acting general manager of the local association.

Charles C. Peck, Jr., identified for many years with sales in motor vehicles in St. Louis, has been appointed assistant to the president of Victor Motors, Inc., truck manufacturers in St. Louis. He was formerly general sales manager of the Traffic Motor Truck Corp. in that territory.

F. H. Robb has been appointed superintendent of automotive service of the Westinghouse Electric & Manufacturing Co., succeeding M. B. Speer, who has associated himself with other interests. Mr. Robb has been with the Westinghouse company since 1919 and for the past four years has been district service supervising engineer in the Chicago territory. His new headquarters will be at Springfield, Mass.

Burton C. Rogers has severed his connection with the Connecticut Telephone & Electric Co. after 20 years' association with that concern. Mr. Rogers was secretary of the company in charge of sales and advertising. He has not announced his new connection as yet.

W. O. Rutherford, vice-president of the Goodrich Rubber Co., is traveling through the South as far as the Pacific coast holding sales conferences in all branch centers with the company's sales representatives. His itinerary embraces among other cities, Los Angeles, San Francisco, and Seattle.

C. R. Schuler, who for the past nine years has been chief engineer of the Midwest Engine Co. of Indianapolis, has been added to the sales staff of the Hinkley Motors, Inc., Ecorse, Mich. He will work under the direction of Sales Manager B. V. Unwin as sales engineer with the particular duty of supplying engineering contact with manufacturers.

Harry W. Stacy, who has been secretary and show manager for the Springfield (Mass.) Automotive Dealers' Assn., has been elected as permanent secretary of that organization. Hereafter he will devote all his time to the interests of the S. A. D. A. with offices in the Poli Bldg., Springfield.

Otto E. Stoll, who for several years has been a vice-president of General Motors Truck Co., in charge of the New York branch and the eastern terrtiory, has been brought into the factory to become general manager. Mr. Stoll has been with the General Motors Truck Co. since its organization, during which time he has gained much experience in the truck business.

Lambert G. Sullivan, formerly news editor of Motor Age and later editor of Motor News, the publication of the Chicago Motor Club, died at Albuquerque, N. M. He was 35 years old.

Leslie T. Swallow has been forced by ill health to retire as advertising manager of the Bryan Harvester Co., of Peru, Ind. **Phil A. Celander,** in charge of sales promotion, is filling the vacancy temporarily.

W. W. Wuchter, formerly president and general manager of the Nebraska Tire & Rubber Co., of Omaha, has been made sales manager of the Studebaker-Wulff Rubber Co., of Marion, O. For the time being he will maintain his headquarters in Omaha, giving particular attention to the development of sales west of the Mississippi.

KEY OF ABBREVIATIONS

Engine:
Buda—Buda Co., Harvey, Ill.
Cont—Continental Motors Corp., Detroit, Mich.
GBS—Golden, Belknap & Swartz Co., Detroit, Mich.
Her—Hercules Motor Mfg. Co., Canton, Ohio.
Hin—Hinkley Motors, Inc., Detroit, Mich.
H-Sp.—Herschell-Spillman Motor Co., North Tonawanda, N. Y.
HS.—Holl Scott Motor Co., Berkeley, Cal.
Lyco—Lycoming Motors Corp., Williamsport, Pa.
Mid—Midwest Engine Co., Indianapolis, Ind.
Wau—Waukesha Motor Co., Waukesha, Wis.
Wis—Wisconsin Motor Mfg. Co., Milwaukee, Wis.

Radiator:
Bre—Bremer-Tully Mfg. Co., Chicago, Ill.
Bus—Bush Mfg. Co., Hartford, Conn.
Cor—Corcoran Mfg. Co., Cincinnati, Ohio.
Chic—Chicago Mfg. Co., Chicago, Ill.
EM—English & Mersick Co., New Haven, Conn.
Fed—Fedders Mfg. Co., Buffalo, N. Y.
Flex—Flexo Mfg. Co., Los Angeles, Cal.
GO—G. & O. Mfg. Co., New Haven, Conn.
Har—Harrison Radiator Corp., Lockport, N. Y.
Idl—Ideal Sheet Metal Works, Chicago, Ill.
Lng—Long Mfg. Co., Detroit, Mich.
McC—McCord Radiator & Mfg. Co., Detroit, Mich.
McK—McKinnon Dash Co., Buffalo, N. Y.
Mod—Modine Mfg. Co., Racine, Wis.
Per—Racine Radiator Co., Racine, Wis.
R-T—Rome Turney Radiator Co., Rome, N. Y.
SJ—Shotwell Johnson Co., Minneapolis, Minn.
Spli—Splitdorf Electrical Co., Newark, N. J.
Stn—Standard Radiator Co., Inc., Springville, N. Y.
US—U. S. Cartridge Co., Lowell, Mass.
Whe—Wheeler Radiator & Mfg. Co., E. Cleveland, Ohio.

Carburetor:
Cart—Carter Carburetor Co., St. Louis, Mo.
Ens—Ensign Carburetor Co., Los Angeles, Cal.
Hol—Holley Carburetor Co., Detroit, Mich.
John—Johnson Co., Detroit, Mich.
Mar—Marvel Carburetor Co., Flint, Mich.
Rayf—Beneke & Kropf Mfg. Co., Chicago, Ill.
Scoe—Briscoe Devices Corp., Pontiac, Mich.
Strm—Stromberg Motor Devices Co., Chicago, Ill.
Sheb—Wheeler Schebler Carburetor Co., Indianapolis, Ind.
Stew—Detroit Lubricator Co., Detroit Mich.
Till—Tillotson Mfg. Co., Toledo, Ohio.
Zen—Zenith-Detroit Corp., Detroit, Mich.

Governor:
Con—Continental Motors Corp., Detroit, Mich.
Dup—Duplex Engine Governor Co., Brooklyn, N. Y.
Han—Handy Governor Co., Detroit, Mich.
Hin—Hinkley Motors, Inc., Detroit, Mich.
McC—E. R. Klemm, Chicago, Ill.
Mon—Monarch Governor Co., Detroit, Mich.
Phar—Pharo Mfg. Co., Detroit, Mich.
Pier—Pierce Governor Co., Anderson, Ind.
Sim—Duplex Engine Governor Co., Brooklyn, N. Y.
Wau—Waukesha Motor Co., Waukesha, Wis.

Ignition System:
AC—Allis Chalmers Mfg. Co., Milwaukee, Wis.
Apo—Apollo Magneto Corp., Apollo, Pa.
AtK—Atwater Kent Mfg. Co., Phila, Pa.
AuL—Electric Auto-Lite Corp., Toledo, O.
Ber—Ericsson Mfg. Co., Buffalo, N. Y.
Bj—Bijur Motor Appliance Co., Hoboken, N. J.
Bos—American Bosch Magneto Co., Springfield, Mass.
Con—Connecticut Telephone & Electric Co., Meriden, Conn.
Del—Dayton Engineering Laboratories Co., Dayton, Ohio.
Dy—Owen Dyneto Corp., Syracuse, N. Y.
Eis—Eisemann Magneto Corp., Brooklyn.
GD—Gray & Davis, Boston, Mass.
Kin—Kokomo Electric Co., Kokomo, Ind.
KW—K W Ignition Co., Cleveland, Ohio.
LN—Leece-Neville Co., Cleveland, O.
NE—North East Electric Co., Rochester, N. Y.
POL—Prest-O-Lite Co., Inc., Indianapolis, Ind.
Rm—Remy Electric Co., Anderson, Ind.
RBo—Robert Bosch Magneto Co., New York, N. Y.
Sim—Simms Magneto Co., East Orange, N. J.
Spl—Splitdorf Electrical Co., Newark, N. J.
Wag—Wagner Electric Mfg. Co., St. Louis, Mo.
Wes—Westinghouse Elec. & Mfg. Co., Springfield, Mass.
USL—U. S. Light & Heat Corp., Niagara Falls, N. Y.

Clutch & Gearset:
Bat—Batavia Metal Products Corp., Batavia, N. Y.
B.B.—Borg & Beck Co., Chicago, Ill.
B-Li—Brown-Lipe Gear Co., Syracuse, N.Y.
Cott—Cotta Transmission Corp., Rockford, Ill.
Covt—Covert Gear Co., Lockport, N. Y.
Det—A. J. Detlaff Co., Detroit, Mich.
DG—Detroit Gear & Machine Co., Detroit, Mich.
Dod—Dodge Brothers Co., Detroit, Mich.
Dun—Dundore Mfg. Co., Reading, Pa.
Durs—Durston Gear Corp., Syracuse, N. Y.
Full—Fuller & Sons Mfg. Co., Kalamazoo, Mich.
G-Le—Grant Lee Gear Corp., Cleveland, O.
Hart—Hartford Auto Parts Corp., Hartford, Conn.
Hoos—Hoosier Clutch Co., Muncie, Ind.
HS—Merchant & Evans Co., Phila., Pa.
M-E—Merchant & Evans Co., Phila., Pa.
MM—Mechanics Mach. Co., Rockford, Ill.
Mun—Muncie Gear Works, Muncie, Ind.
W-Gr—Warner Gear Co., Muncie, Ind.

Universal:
Acm—
Bld—Blood Bros. Mach Co., Allegan, Mich.
Det—Universal Products Co., Detroit, Mich.
Hart—Hartford Auto Parts Corp., Hartford, Conn.
MM—Mechanics Machine Co., Rockford, Ill.
M-E—Merchant & Evans Co., Phila., Pa.
Pet—Cleveland Universal Parts Co., Cleveland, Ohio.
Pick—Carl Pick Co., West Bend, Wis.
Sned—Snead & Co., Jersey City, N. J.
Spic—Spicer Mfg. Corp., S. Plainfield, N. J.
Ther—Thermoid Rubber Co., Trenton, N. J.
UM—Universal Machine Co., Bowling Green, Ohio.
UP—Universal Products Co., Detroit, Mich.

Springs:
Am.—American Auto Parts Co., Detroit, Mich.
Arm—General Motors Co., Pontiac, Mich.
Bea—Beans Spring Co., Inc., Massillon, O.
Bet—Betts Bros. Spring Co., Inc., San Francisco, Cal.
Cham—Champion Auto Spring Co., St. Louis, Mo.
Del—D. Delany & Son, Newark, N. J.
Det—Detroit Steel Products Co., Detroit, Mich.
GC—Garden City Spring Works, Chicago, Ill.
Har—Harvey Spring & Forging Co., Racine, Wis.
IC—Iron City Spring Co., Pittsburgh, Pa.
Lig—Liggett Spring & Axle Co., Monongahela, Pa.
Mar—Maremont Mfg. Co., Chicago, Ill.
Math—Mather Spring Co., Toledo, O.
Mer—E. R. Merrill Spring Co., New York.
Pen—Penn Spring Works, Baldwinsville, N. Y.
Per—Perfection Spring Co., Cleveland, O.
Phil—Phila. Springs Works, Phila., Pa.
P.S.—Point Spring Co., Pittsburgh, Pa.
Row—William & Harvey Rowland, Philadelphia, Pa.
Shel—Sheldon Axle & Spring Co., Wilkes-Barre, Pa.
SP—Spring Perch Co., Stratford, Conn.
SS—Standard Steel Spring Co., Coraopolis, Pa.
Ster—Sterling Spring Co., Cleveland, Ohio.
Tem—Temme Spring Corp., Chicago, Ill.
Tut—Tuthill Spring Co., Chicago, Ill.
US—United States Spring Co., Los Angeles, Cal.
Vul—Jenkins Vulcan Spring Co., Richmond, Ind.

Front and Rear Axles:
At—Atlas Axle Co., Wilmington, Del.
Clark—Clark Equipment Co., Buchanan, Mich.
Col—Columbia Axle Co., Cleveland, O.
Cont—Continental Axle Co., Edgerton, Wis.
Dod—Dodge Bros. Co., Detroit, Mich.
Eat—Eaton Axle Co., Cleveland, Ohio.
Fli—Flint Motor Axle Co., Flint, Mich.
Huck—Huck Axle Co., Chicago, Ill.
LM—L. M. Axle Co., Cleveland, Ohio.
Russ—Russel Motor Axle Co., Detroit, Mich.
Sals—Salisbury Axle Co., Jamestown, N. Y.
Shel—Sheldon Axle & Spring Co., Wilkes-Barre, Pa.
Shul—Shuler Axle Co., Inc., Louisville, Ky.
Stn—Standard Parts Co., Cleveland, O.
Tim—Timken Detroit Axle Co., Detroit, Mich.
Torb—Eaton Axle & Spring Co., Cleveland, Ohio.
Vul—Vulcan Motor Axle Co.
Walk—Walker Axle Co., Chicago, Ill.
Wis—Wisconsin Parts Co., Oshkosh, Wis.

Steering Gear:
CAS—C. A. S. Products Co., Columbus, O.
Dit—Ditwiler Mfg. Co., Galion, Ohio.
Dod—Dodge Bros. Co., Detroit, Mich.
Gem—Gemmer Mfg. Co., Detroit, Mich.
Jac—Saginaw Products Co., Saginaw, Mich.
Lav—Lavine Gear Co., Milwaukee, Wis.
M-P—Muncie Gear Works Corp., Muncie, Ind.
Ros—Ross Gear & Tool Co., Lafayette, Ind.
Sag—Saginaw Products Co., Saginaw, Mich.
Woh—Wohlrab Gear Co., Racine, Wis.

Wheels:
Arc—Archibald Wheel Co., Lawrence, Mass.
AuW—Auto Wheel Co., Lansing, Mich.
Bim—Bimel Spoke & Auto Wheel Co., Portland, Ind.
Bud—Budd Wheel Co., Phila., Pa.
Cla—Clark Equipment Co., Buchanan, Mich.
Day—Dayton Steel Foundry Co., Dayton, Ohio.
Det—Detroit Panel & Plywood Co., Detroit, Mich.
Dis—Disteel Wheel Corp., Detroit, Mich.
Hay—Hayes Wheel Co., Jackson, Mich.
Hoo—Hoopes, Bros. & Darlington, Inc., West Chester, Pa.
Ind—Indestructible Wheel Co., Lebanon, Ind.
Jon—Jones, Phineas & Co., Newark, N. J.
Kel—Kelsey Wheel Co., Detroit, Mich.
MM—Michigan Malleable Iron Co., Detroit.
Mot—Motor Wheel Corp., Lansing, Mich.
Mun—Muncie Wheel Co., Muncie, Ind.
Nor—Northern Wheel Corp., Alma, Mich.
Pru—Prudden Wheel Co., Lansing, Mich.
Roy—Royer Wheel Co., Aurora, Ind.
Sch—Schwarz Wheel Co., Phila., Pa.
Smi—Smith Wheel, Inc., Syracuse, N. Y.
StM—St. Mary's Wheel Co., St. Marys, O.
Stn—Standard Wheel Co., Terre Haute, Ind.
Van—Van Wheel Corp., Oneida, N. Y.
Wal—Walker Axle Co., Chicago, Ill.
Way—Wayne Wheel Co., Newark, N. Y.
Whit—Whitcomb Wheel Co., Kenosha, Wis.

Rim Equipment:
Fir—Firestone Steel Products Co., Akron, Ohio.
Gdy—Goodyear Tire & Rubber Co., Akron, Ohio.
Hay—Hayes Wheel Co., Jackson, Mich.
Jax—Jaxon Steel Products Co., Jackson, Mich.
Kel—Kelsey Wheel Co., Detroit, Mich.
Mil—Miller Rubber Co., Akron, Ohio.

Battery (Make):
Exi—Electric Storage Battery Co., Phila., Pa.
Gl—Globe Electric Co., Milwaukee, Wis.
Gld—Gould Storage Battery Co., New York, N. Y.
Hob—Hobbs Storage Battery Co., Los Angeles, Cal.
POL—Prest-O-Lite Co., Inc., Indianapolis, Ind.
USL—U. S. Light & Heat Corp., Niagara Falls, N. Y.
Wes—Westinghouse Corp., Niagara Falls, N. Y.
Wil—Willard Elec. & Mfg. Co., Springfield, Mass.

Valve Arrangement:
D—Head & Side
H—Overhead
L—ELL-Head
S—Sleeve
T—TEE-Head

Lubrication:
FS—Force and Splash
F—Force Feed
S—Splash

Fuel Feed:
G—Gravity
P—Pressure
V—Vacuum

Location of Gearset:
A—Amidships
J—Unit with jackshaft
R—Rear
U—Unit with engine

Final Drive:
B—Bevel Gear
C—Chain
I—Internal Gear
P—Spur
R—Double Reduction
S—Spiral Bevel
W—Worm

Rear Axle (Type):
F—Floating
D—Dead
½—Semi-Floating
¾—¾-Floating

Brake (Location):
A—Rear Wheels entirely
B—Drive Shaft and Rear Wheels
C—Front and Rear Wheel

Commercial Car Specifications—Corrected Monthly

The Specifications, Chassis Prices, Etc., Are Corrected Each Month From Data Supplied Direct by the Makers. Gasoline Tractor-Trucks Will be Found at the End of Gasoline Commercial Cars

Those Chassis Which Are Sold and Recommended for Passenger Transportation Are Designated in the Following Table by Reference Sign (§) in Front of the Name

For Specially Designed Motor Bus Chassis See Pages 44 and 45

See Table for Replacement Data. Truck Frame Dimensions Are Included in Same Table

(*Where prices are not given it is because we have been unable to get them from authoritative sources*)

For full name and address of manufacturer and information regarding complete line see page 43

*This symbol in the wheelbase column indicates that more than one wheelbase is furnished

TRADE NAME AND MODEL	Chassis Price	ENGINE DETAILS: Make and Model Number (4 cylinder unless otherwise noted.)	Bore and Stroke	N.A.C.C. Horsepower	Valve Arrange't	Radiator (Make)	Lubrication	Carburetor	Fuel Feed	Governor (Make)	Ignition System	Engine Starter	Clutch (Make)	GEARSET: Make and Model Number	Location	Speeds	Universal (Make)	Springs (Make)	FRONT AXLE and Model Number	REAR AXLE: Final Drive	Make and Model Number	Type	Total Gear Reduction in High	Total Gear Reduction in Low	Steering Gear (Make)	TIRES, WHEELS, RIMS: *Pneumatic †Dual ‡Solid — Front	Rear	Wheels (Make)	Rim Equipment	Chassis Weight (Stripped)	Wheelbase
1000 Pounds																															
Chevrolet, Sup. LD	395	Own	3 11/16x4	21.7	H	Har	FS	Zen	G	.....	Rm	Rm	Own	Own	U	3	Own	SS	Own	S	Own	1/6	3.77	12.52	Own	30x3 1/2	30x3 1/2	Hay	Jax	1390	103
Gray	420	Own	3 5/8x4	21	L	Cor	S	Scoe	G	.....	Wes	Wes	Own	DG	U	3	MM	Det	Tim O-100	B	Tim 0500	1/3	3.9	13.19	Own	30x3 1/2	30x3 1/2	Kel	Kel	1130	100
Overland	395	Own	3 1/2x4	19.6	L	Own	FS	Till	G	.....	AuL	AuL	B.B.	Own	U	3	Own	Own	Own	B	Own	1/2	4.5	17.68	Own	30x3 1/2	30x3 1/2	Hay	Hay	1550	100
1500 Pounds																															
Commerce 9	....	Cont N	3 1/4x5	22.5	L	Lng	S	Zen	V	.....	Bos	Bj	DG	DG	U	3	UM	Am	.....	B	Sals	3/4	5.73	18.33	Jac	33x5	33x5	Mot	.....	3100	127
§Corbitt S Speed Truck	1300	H-Sp 30	3 1/2x5	19.8	L	McC	FS	Strm	V	.....	Eis	Dy	B-Li	B-Li 30	U	3	Spic	Shel	Shel 33FA500	W	Shel W1002	1/2	6	20	Ros	34x4 1/2*	34x4 1/2*	Bim	Fir	3420	130
§Diamond T-75	....	Her OX	4 x5	25.6	L	GO	F	Zen	G	.....	Apo	.....	Covt	Covt JUC	U	3	Spic	Math	Col 5000	B	Col 52000	3/4	5.12	18.58	Gem	33x5*	33x5*	Mot	Fir	2825	130
Dodge Brothers	730	Own	3 7/16x4 1/2	24	L	McC	FS	Stew	V	.....	NE	NE	Own	Own	U	3	Own	Own	Own	S	Own	1/2	4.54	18.9	Own	32x4*	32x4*	Kel	Kel	....	116
King Zeitler	1650	Cont N	3 3/4x5	22.5	L	Chic	F	Zen	G	Phar	Bos	Bos	B-Li	B-Li 30	U	3	Pick	Mar	Tim 1216C	B	Tim 5311	1/2	4.9	20.04	Gem	33x5*	33x6*	Bim	Fir	2900	124
Perfection A	1245	Cont N	3 1/2x5	19.6	L	Own	FS	Zen	V	.....	Rm	Rm	B.B.	Own AAU	U	3	Ther	Own	Tim 1216-B	B	Tim 5311	1/2	5	22.3	Lav	32x4 1/2	32x4 1/2	Bim	Mil	2500	128
Rainier R-31	1970	Cont N	3 3/4x5	22.5	L	Har	FS	Zen	V	Mon	Eis	....	B-Li	B-Li 30	U	3	Hart	Per	Tim 1250	W	Tim 6250	1/2	6.75	22.5	Lav	35x5*	35x5*	Jon	Fir	2500	125
§Ruggles 15	....	H-Sp. 30	3 1/2x5	19.6	L	Per	FS	Zen	G	.....	Bos	Bos	M-E	Full J	U	3	Spic	Det	Col 3000	B	Col 30000	3/4	5.81	19.7	Jac	32x4 1/2	32x4 1/2	Nor	Fir	2300	122
White 15	2400	Own GK	3 3/4x5 1/8	22.5	L	.....	FS	Zen	G	.....	.....	.....	Own	Own	A	4	.....	.....	.....	B	Own	1/2	5.36	18.6	Own	34x5*	34x5*	.....	Fir	3225	133 1/2
Yellow Cab..M-22-¾	1590	Cont V-4	3 3/4x5	22.5	L	Lng	FS	Zen	G	.....	Bos	.....	B-Li	.....	U	3	Spic	Math	.....	B	.....	...	4.9	16.31	Gem	33x4 1/2*	33x4 1/2*	Stn	Fir	2400	117
1 Ton																															
§Acme 20L	....	Cont 8R	3 5/16x4 1/2	27.3	L	GO	FS	Zen	V	.....	Bos	Bos	B-Li	B-Li	U	3	Bld	Det	Tim 1452	W	Tim 6258	1/2	6.25	30	Ros	34x5*	34x5*	Bim	Fir	3500	136
Autocar F	2200	Own 2	4 1/4x4 1/2	18.1	L	Own	S	Strm	G	.....	Bos	.....	Own	Own	A	3	Spic	Del	Own	R	Own	F	8.3	33.2	Ros	34x4	34x6	Hoo	.....	3800	97
Autocar G	2300	Own 2	4 1/4x4 1/2	18.1	L	Own	S	Strm	G	.....	Bos	.....	Own	Own	A	3	Spic	Del	Own	R	Own	F	8.3	33.2	Ros	34x4	34x6	Hoo	.....	3900	120
Bessemer G	....	Cont N	3 1/2x5	19.6	L	Stn	FS	Strm	G	.....	Bos	B	Full	Full TU¾	U	3	Bld	Per	Shel 350	I	Torb A	D	.....	.....	Ros	35x5	35x5	Sch	Fir	3000	124
§Bethlehem KN	1595	Own	3 1/2x5	19.6	L	GO	F	Zen	V	.....	Bos	GD	B.B.	DG	U	3	Spic	Math	Eat 750	B	Eat 1000	1/2	6.86	18.8	Lav	35x5	35x5	.....	Fir	2650	125
Bets J-3	1850	J-3	3 3/4x5 1/8	22.3	L	Chic	F	Zen	G	Mon	Bos	Bos	B-Li	B-Li 30	U	3	Pet	Mar	Tim 1250	W	Tim 6352	1/2	.....	.....	Ros	34x5	34x5	.....	Fir	3150	140
Brockway E-2	....	Wis SU	4 x5	25.6	H	GO	F	Zen	V	.....	Spl	LN	B-Li	B-Li 30	U	3	M-E	Row	Col 5045	S	Col 52001	F	5.13	20.5	Gem	33x5*	33x5*	.....	Fir	3450	135
Casco Model A	1700	Buda WTU	3 3/4x5 1/8	22.4	L	GO	F	Zen	V	.....	Bos	Bos	Full	Full SUI	U	3	Spic	Stan	Col 5000	S	Col 52000	1/2	5.85	23.46	Woh	34x5	34x5	Arc	Fir	3200	130
§Chevrolet Sup.Util.Exp.	495	Own	3 11/16x4	21.7	H	Har	FS	Zen	G	.....	Rm	Rm	Own	Own	...	3	Own	SS	Own	S	Own	1/2	5.43	18.1	Own	31x4*	34x4 1/2*	Hay	Jax	1830	120
Concord E	....	Buda GBU	4 x5 1/4	25.6	L	Own	FS	Zen	V	.....	Eis	Wes	B-Li	B-Li 30	U	...	Spic	.....	Tim 1452	W	Tim 6352	1/2	6.2	24.8	Ros	34x5	36x6	Arc	Fir	3500	135
Corbitt E	1600	Cont N	3 3/4x5	22.5	L	McC	FS	Strm	V	.....	Eis	.....	B-Li	B-Li 30	U	3	Spic	Shel	Shel 33FA500	W	Shel-W1501	1/2	7.8	25.9	Ros	34x3 1/2	34x4	Bim	.....	3730	130
Diehl A	....	Cont N	3 1/2x5	19.6	L	.....	FS	Zen	G	.....	Sim	.....	B.B.	Durs O2800	...	3	Hart	Mar	Sals 1455E	I	Torb OX2L	D	5.3	.....	Ros	34x4 1/2*	35x5*	Sch	Fir	2400	115
D-Olt A-1	1695	Mid 408	3 1/2x5	19.6	L	.....	FS	Zen	V	Opt	RBo	.....	B-Li	B-Li 30	U	3	Spic	SP	Tim 1250	W	Tim 6250	1/2	6.75	22	Ros	35x5	35x5	Day	Fir	3400	138
Dorris K-2	2490	Own	4 x5 1/2	25.6	H	Mod	F	Strm	V	.....	Bos	Wes	Own	W-Gr	U	3	Spic	Row	Tim 1250	B	Tim 5512	1/2	4.23	15.65	Ros	33x5	33x5	Mun	.....	2000	Op
Duplex D	....	Buda WTU	3 3/4x5 1/8	22.5	L	Mod	F	Zen	V	.....	Wes	Wes	B-Li	B-Li	U	3	Pet	Pen	.....	B	Tim	1/2	5.5	22	Woh	33x5*	33x5	Mot	Fir	3000	132
Federal R-2	....	Cont J-4	3 3/4x5	22.5	L	Own	F	Zen	V	.....	Eis	Rm	B.B.	Det	U	3	Pet	.....	Tim 1250	W	Tim 6250	1/2	5.6	18.7	Gem	33x5	33x5†	Dis	.....	2950	132
§Ford T	370	Own	3 3/4x4	22.5	L	Own	S	.....	G	.....	Own	.....	Own	Own	U	2	Own	Own	Own	W	Own	1/2	Op	19.9	Own	30x3 1/2*	32x4 1/2	.....	.....	1520	124
Fulton A	1495	Buda WTU	3 3/4x5 1/8	22.5	L	Liv	FS	Zen	G	.....	Sim	Dy	B.B.	Durs O2500B	U	3	Spic	Row	Col 5038	B	Shel W1002	...	6.1	.....	Lav	35x5	35x5	Hoo	Fir	2800	130
§Garford 15	1590	Buda MU	3 3/16x5 1/8	21	L	Lng	F	Strm	G	.....	AtK	AtK	....	Own	U	3	Spic	Per	Own	W	Stn	1/2	6.5	.....	Gem	34x5*	34x5*	.....	Fir	3500	132
§Gary W	1875	Buda WTU	3 3/4x5 1/8	22.5	L	Chic	FS	Zen	V	Pier	Eis	.....	Full	Full	U	3	Spic	Det	Tim 1452	W	Tim 6352	1/2	8.25	24.75	Ros	36x3 1/2	36x4	Pru	Gdy	3400	130
§G.M.C. K-16	....	Own	3 1/2x5 1/2	19.6	L	Own	F	Mar	G	Own	Sim	Own	Own	Own	U	3	UM	.....	Own	B	Own	3/4	6	21.9	Own	34x5*	34x5*	Kel	.....	3435	132
Gotfredson 20	1695	Buda WTU	3 3/4x5 1/8	22.5	L	McC	F	Zen	V	.....	Bos	AtK	B-Li	B-Li 30	U	3	Spic	Am	Tim 1250	W	Tim 6250	1/2	5.6	22.4	Gem	34x5*	34x5*	Day	Fir	3250	131
§Graham Brothers BA	1265	Dodge	3 7/16x4 1/2	24	L	McC	FS	Stew	V	.....	NE	NE	Dod	Dod	U	3	UP	Det	Dod	S	Own B-360	1/2	6.28	29.29	Dod	33x4 1/2*	34x5*	.....	.....	2835	140
Gramm-Pioneer 10-Sp'l	....	Lyco CT	3 3/4x5	22.5	L	Own	F	Zen	G	.....	Con	AuL	Mun	.....	U	3	Own	Per	Sals	B	Sals 1483	3/4	5.75	23	Ros	33x5*	33x5*	Day	Fir	2370	129
Grass-Premier 40	1475	Lyco CT	3 3/4x5	22.5	L	Chic	F	Strm	V	.....	Bos	Bos	B-Li	B-Li 30	U	3	Spic	Det	Cont 2175	B	Clark B300	1/2	5.1	28	Lav	32x4 1/2	33x5	StM	Fir	2600	122
Gray	575	Own	3 5/8x4	21	L	Cor	S	Scoe	G	.....	Wes	Wes	Own	Det	U	3	Sned	Det	Tim O-100	B	Tim 513	1/2	6.13	19.2	Own	30x3 1/2*	32x4 1/2*	Kel	Kel	1510	120
Hawkeye	1550	Buda WTU	3 3/4x5 1/8	22.5	L	.....	F	Zen	G	.....	Eis	.....	Full	.....	U	3	.....	Det	.....	B	Clark	D	6.25	18.75	Ros	34x5*	34x5*	Day	Fir	3250	136
Independent J (Iowa)	1450	Buda WTU	3 3/4x5 1/8	22.5	L	GC	FS	Zen	G	.....	Bos	.....	Full	.....	U	3	Bld	GC	.....	...	Sals	D	5.73	.....	Lav	34x3	34x4	StM	Fir	3480	135
Indiana Highway Exp.	....	Wau BUX	4 x5	25.6	L	McC	F	Zen	G	.....	Bos	Bos	B.B.	B-Li 30	U	3	Pet	Shel	Tim 1250	B	Tim 5511	1/6	6.11	24.9	Ros	34x5*	34x5*	.....	Fir	3200	129*
Int'n'l Speed Truck S	1250	Lyco-Int'l	3 1/2x5	19.6	L	Lng	FS	Ens	G	.....	Con	AuL	Mun	Mun	U	3	Sned	Stan	.....	I	Eat	D	6.3	25.2	CAS	32x4 1/2	32x4 1/2	Opt	.....	2750	124
Kearns H	1150	H-Sp 7000	3 1/2x5	19.6	L	Own	FS	Zen	V	.....	Bos	Dy	B.B.	Full	U	3	Spic	Mar	Shel D-260	B	Col 5200-B	F	5.85	18	Lav	32x4 1/2*	32x4 1/2*	Sch	Fir	2000	118
King Zeitler	1950	Cont N	3 3/4x5	22.5	L	Chic	F	Zen	G	Phar	Eis	Bos	B-Li	B-Li 30	U	3	Pick	Mar	Tim 1452	W	Tim 6352	1/2	7.2	29.44	Gem	34x4	34x5	Bim	Fir	3750	134
Kissel Express	1585	Own 80000	3 7/16x5 1/2	24.1	L	McC	S	Strm	V	.....	Rm	.....	W-Gr	.....	U	3	Spic	Math	.....	W	.....	1/2	.....	.....	Jac	34x5*	34x5*	StM	Sch	3780	140
Krebs J-24	....	Cont	3 3/4x5	22.5	L	Own	...	Zen	V	Own	Bos	Bos	B-Li	B-Li 30	U	3	Spic	Math	Tim 1250	W	Tim 6250	1/2	6.25	21	Ros	34x5	34x5	Van	Fir	3230	140
Luedinghaus	....	Wau X	3 1/2x4 1/2	19.6	L	Own	FS	Zen	G	.....	Spl	.....	B.B.	.....	U	3	.....	.....	.....	B	Wis	1/2	.....	.....	Lav	34x4 1/2*	34x4 1/2*	.....	.....	2850	130
§Menominee Hurryton	1650	Wis SU	4 x5	25.6	H	Own	F	Zen	V	.....	Eis	Bos	B.B.	.....	U	3	Spic	Per	Col 52000	S	.....	1/2	4.58	18.3	Lav	34x5	34x5	8tn	Fir	3500	132
Moreland R-R	1800	Her-O	4 x5	25.6	L	Own	F	Zen	G	.....	AuL	AuL	B-Li	B-Li 30	U	3	Pet	US	Tim 1250	B	Tim 5512	1/2	5.5	22	Ros	34x5	34x5	.....	Fir	3235	132
Moreland RC-Bus	2280	Her-O	4 x5	25.6	L	Own	F	Zen	G	.....	AuL	AuL	B-Li	B-Li 30	U	3	Spic	Per	Col 52000	S	.....	1/2	4.58	18.3	Lav	34x5	34x5	8tn	Fir	3500	132

| | | |

For full name and address of manufacturer and information regarding complete line see page 43

TRADE NAME AND MODEL	Chassis Price	ENGINE DETAILS: Make and Model Number (4 cylinder unless otherwise noted.)	Bore and Stroke	N.A.C.C. Horsepower	Valve Arrange't	Radiator (Make)	Lubrication	Carburetor	Fuel Feed	Governor (Make)	Ignition System	Engine Starter	Clutch (Make)	GEARSET: Make and Model Number	Location	Speeds	Universal (Make)	Springs (Make)	FRONT AXLE and Model Number	REAR AXLE: Final Drive	Make and Model Number	Type	Total Gear Reduction in High	Total Gear Reduction in Low	Steering Gear (Make)	TIRES, WHEELS, RIMS: *Pneumatic †Dual ‡Solid — Front	Rear	Wheels (Make)	Rim Equipment	Chassis Weight (Stripped)	Wheelbase
1½ Ton—Con'd																															
Garford 25 B	2375	Buda WU	3¾x5⅛	22.5	L	Own	S	Strm	V	.....	Spl	.....	Own	Own	A	3	Spic	Per	Own	W	Tim 6460	½	7.75	.....	Ros	36x3½	36x5	.....	.....	4000	154
Gotfredson 40	2525	Buda GBU	4 x5¼	25.6	L	McC	F	Zen	V	.....	Bos	AtK	B-Li	B-Li 35	U	3	Spic	Am	Tim 1452	W	Tim 6460	½	6.5	34.8	Gem	36x6*	38x7*	MM	Fir	4000	143
§Graham Bros. CA	1325	Dodge	3⅞x4½	24.1	L	McC	FS	Stew	V	.....	NE	NE	Dod	Dod	U	3	UP	Det	Dod	S	Own B-360	½	6.28	29.29	Dod	33x4½*	36x6	.....	.....	2910	140
Gramm-Pioneer 15	....	Cont N	3¾x5	22.5	L	Own	FS	Strm	G	.....	NE	NE	Full	Full	U	3	Own	Per	Col	W	Own 602-8	½	7.8	28	Ros	36x3½	36x5	Bim	Fir	3660	138
Gramm-Pioneer 65	....	Cont J-4	3¾x5	22.5	L	Own	FS	Strm	G	.....	NF	NE	Full	Own	A	3	Own	Per	Col	W	Own 602-8	½	7.8	28	Ros	36x3½	36x5	Bim	Fir	3860	138
Grass Premier 60	1800	Wau Y	4 x5¼	25.6	L	Chic	F	Strm	V	Opt	Opt	Bos	B-Li	B-Li 30	U	3	Spic	Det	Cont 2175	B	Clark B360	½	6.28	31.3	Ros	33x5*	32x6*	StM	Fir	3000	Op
Guilder D	2350	Wau	4 x5¼	25.6	L	GO	F	Zen	G	Pier	Eis	Bos	B-Li	B-Li 31	U	3	M-E	Mer	Shul 5410	B	Clark	½	5.5	26	Ros	34x3½	34x6	Van	.....	3200	132
G. W. W. Super	1650	Wis SU	4 x5	25.6	H	Own	F	Zen	G	.....	Bos	Bos	Full	Full	U	3	Bld	GC	Shul 350	I	Clark 1D	D	6.	18	Lav	35x5*	35x5*	Bim	Fir	3200	142
Hawkeye K	1900	Buda WTU	3¾x5⅛	22.5	L	.....	F	Zen	G	.....	Eis	.....	Full	Full	U	4	Pick	Det	Shul	I	Clark ID	D	7.6	.....	Ros	34x5*	38x7*	Day	.....	3750	149
Hug	1350	Buda WTU	3¾x5⅛	22.5	L	Per	F	Zen	G	.....	Bos	.....	Full	Full SU 1	U	3	Bld	Tut	Col 5000	B	Clark BSpec	½	5.5	26.62	Ros	34x5	34x5	Stn	Fir	2900	118
IndependentGW(Iowa)	2150	Cont J-4	3¾x5	22.5	L	GO	FS	Zen	V	.....	Bos	.....	Full	.....	U	3	Bld	GC	.....	W	Shel W103	D	7.7	.....	Lav	34x3½	34x5	StM	Fir	3875	142
§Indiana 15	....	Wau BUX	4 x5	25.6	L	McC	F	Zen	G	.....	Eis	.....	B.B.	B-Li 35	A	3	Spic	Shel	Shel 33FA500	W	Shel W-1501	½	7.8	31.2	Woh	34x3½‡	34x6‡	Bim	.....	4100	145
International 33	2150	Own	3¾x5	22.5	L	Own	FS	Own	G	Own	RBo	Own	Own	Own	A	3	Own	.....	Own	I	Own	D	8	32.50	Own	36x4	36x6	Own	.....	4070	128*
Jumbo 15-S	....	Buda WTU	3¾x5⅛	22.5	L	Own	F	Zen	G	.....	Eis	NE	Full	Full LTU5	U	3	Bld	SP	Col 7000	B	Clark B-360	F	6.2	25	Jac	36x6*	36x6*	.....	Fir	4170	143
Jumbo 15	....	Buda CTU	3¾x5¼	22.5	L	Own	F	Zen	G	.....	NE	NE	Full	Full LTU 5	U	3	Bld	SP	Col 7000	I	Clark ID	D	7.2	29	Jac	36x3½‡	36x5‡	.....	Fir	4530	144
Kearns N	1650	H-Sp 7000	3½x5	19.6	L	Own	FS	Zen	V	.....	Bos	Dy	Full	Full LTU5	U	3	M-E	Shel	Shel 33FA500	I	Torb A	...	7.6	30	Lav	34x4	34x6	.....	Fir	3000	136
Kelly-Springfield K33	....	Own	3⅞x5¼	24.1	L	Lng	F	Zen	G	Pier	Eis	Del	B.B.	B-Li 51	A	4	Pet	Per	Own	W	Own	½	7.75	41.5	Gem	36x3½	36x6	StM	.....	5450	150
Kenworth	....	Buda GBO	4 x5¼	25.6	L	Idl	F	Strm	V	.....	Bos	.....	B-Li	B-Li 35	U	4	Bld	Tut	Shel D 343	W	Shel W-103	½	8.66	46.8	Ros	36x3½	36x6	Jon	.....	4620	142
King Zeitler	2275	Cont J-4	3¾x5	22.5	L	Chic	F	Strm	G	Phar	Eis	Bos	B-Li	B-Li 35	A	4	Pick	Mar	Tim 1520	W	Tim 6460	½	7	38.52	Gem	34x4	34x6	Bim	Fir	4300	140
Kissel General Utility	1975	Own 40000	3⅞x5½	24.1	L	McC	S	Strm	V	Pier	Eis	.....	W-Gr	.....	U	3	Spic	Math	.....	W	.....	½	7.8	28.5	Jac	34x3½	34x5	Pru	.....	4100	152
Kleiber	2600	Cont K4	4⅛x5¼	27.2	L	R-T	F	Strm	V	.....	RBo	.....	B-Li	B-Li 50	A	4	Spic	Bet	Tim 1540	W	Tim 6460	½	7.75	41.5	Ros	36x4‡	36x7‡	Smi	.....	4300	147
Krebs K45	....	Cont	4⅛x5¼	27.2	L	Own	...	Zen	V	Own	Bos	Bos	B-Li	B-Li 35	A	4	Spic	Math	Tim 1452	W	Tim 6460	½	7.75	42	Ros	36x4	.....	Smi	Fir	4730	140
§Larrabee XJ	2465	Cont 8 R-6	3½x4½	27.3	L	Fed	F	Zen	G	Opt	Bos	Bos	B-Li	B-Li 30	U	3	Spic	Shel	Shel 33FA500	W	Shel W-1501	½	7.66	31.4	Gem	36x6	36x6	Smi	Fir	4200	144
Luedinghaus	....	Wau Y	4 x5¼	25.6	L	Own	F	Zen	...	.....	Spl	.....	B.B.	.....	U	3	.....	.....	.....	W	Wis	½	.....	.....	Lav	34x3½‡	34x5‡	.....	.....	4500	144
Maccar L1	....	Wis TAU	4 x6	25.6	L	Own	F	S-Z	V	Pier	Eis	Bos	B-Li	B-Li 35	U	4	Spic	Mer	Tim 1522	W	Tim 6460	½	8.75	46.8	Ros	36x4‡	36x6‡	Day	.....	4900	150*
§Mack AB	3000	Own AB	4 x5	25.6	L	Own	S	Zen	G	Own	Spl	.....	Own	Own	U	4	Spic	Mer	Own	C	Own	D	6.99	37.84	Own	36x4	36x3½†	.....	.....	5100	Op
Mack AB	3450	Own AB	4 x5	25.6	L	Own	S	Zen	G	Own	Spl	.....	Own	Own	U	4	Spic	Mer	Own	R	Own	F	7.6	36.80	Own	36x4	36x3½†	.....	.....	5300	Op
§Mason Road King	1295	Her O	4 x5	25.6	L	Fed	F	Zen	G	.....	AuL	AuL	Hoos	W-Gr	A	3	Spic	Arm	Fli	B	Fli	F	4.9	17.42	Lav	34x5	33x5†	Bud	Fir	3320	130
Master 21	....	Buda GBU	4 x5¼	25.6	L	Chic	F	Zen	V	Pier	Eis	.....	Full	Full	U	3	Spic	Det	Shel	W	Tim	½	Opt	Opt	Ros	34x4	34x6	Pru	.....	4300	142
§Maxwell	....	Own	3⅝x4½	21	L	Own	FS	Stew	G	.....	AtK	Rm	Own	.....	U	3	Own	.....	.....	W	.....	½	7.25	34.4	Own	35x5	35x5	Kel	Fir	2385	124
Menominee H	2475	Wis EAU	4 x5	25.6	L	Own	FS	Strm	G	Mon	Eis	Opt	Det	Cott AAU	U	3	Spic	Tut	Shul	W	Wis	½	8.25	30.36	Ros	36x3½	36x5	Stn	Fir	4220	144
Moreland BX	2350	Her O	4 x5	25.6	L	Own	F	Zen	G	.....	AuL	AuL	B-Li	B-Li 30	U	3	Pet	US	Tim 1452	W	Tim 6461	½	7	28	Ros	36x3½	36x6	Smi	.....	4125	132
National GA	....	Wau BUX	3¾x5¼	22.5	L	McK	FS	Zen	G	Wau	Eis	.....	B-Li	B-Li 30	U	3	Spic	Math	Tim 1520	W	Tim 6460	½	7	23.3	Ros	34x4	34x5	.....	.....	3850	140
Nelson-LeMoon G-2	....	Cont K-4	4⅛x5¼	27.2	L	Chic	F	Strm	G	Phar	Bos	Bos	B-Li	B-Li 35	U	3	Own	GC	Tim 1520	W	Tim 6460	½	7	.....	Ros	36x4	36x6	StM	Gdy	3400	Op
§Noble A-21	1990	Buda WTU	3¾x5⅛	22.5	L	Chic	F	Zen	V	.....	Eis	Bos	Full	Full LTU 4	U	3	Bld	.....	Shel 33FA500	W	Shel 1501	½	6.5	26	Lav	34x5	34x5	.....	Fir	3700	144
O. K. Oil	1750	Buda CTU	3¾x5¼	22.5	L	Own	F	Zen	V	.....	Eis	.....	Full	Full LTU 3	U	3	Hart	Tut	Shul 510	W	Wis 800H	½	9.33	.....	Ros	36x3½	36x5	Bim	Gdy	4100	149
Ogden D	....	Cont J-4	3¾x5	22.5	L	Chic	S	Zen	V	Phar	Spl	.....	B-Li	B-Li	U	3	M-E	Tut	Tim	W	Tim	½	7.75	25.8	Ros	36x3½	36x5	Stn	.....	3400	136
Parker E-24	2150	Wis SU	4 x5	25.6	H	Own	F	Strm	V	.....	Wes	Wes	Full	Full SU2	U	3	Bld	Tut	Cont 2001	W	Wis 800-HA	½	7.25	29.8	Lav	34x3½	34x6	Bim	.....	3700	140
Power	....	Hin	3¾x5½	22.5	L	Mod	F	Strm	V	.....	Eis	Wes	B-Li	B-Li 31	U	3	Pet	Pen	Tim 1520	W	Tim 6460	½	5	.....	Ros	35x5	35x5	StM	Fir	3250	136
Rainier R36	2590	Cont J-4	3¾x5	22.5	L	EM	F	Zen	V	Pier	Eis	.....	B-Li	B-Li 30	U	3	Spic	Per	Tim 1520	W	Tim 6460	½	7.75	25.8	Ros	34x3½	34x5	Jon	.....	3900	147
§Ruggles 21	....	Own	4x5	25.6	L	Per	...	.....	G	.....	Rm	Rm	B-Li	B-Li 30	U	3	Spic	.....	Col 5000	S	Col52000	¾	.....	.....	Jax	30x5*	32x6*	Nor	Fir	3000	150
§Rumely A	2150	Buda CTU	3¾x5¼	22.5	L	Mod	F	Strm	G	Pier	Eis	Bos	Full	Full LTU5	U	3	Bld	.....	Shul 510	W	Shel 1501W	½	7.80	.....	Gem	36x3½	36x5	.....	.....	4050	144
Sandow	....	Cont N	3¾x5	22.5	L	Chic	FS	Strm	V	.....	Eis	.....	Full	Full TU-¾	U	3	Spic	.....	.....	W	Shel 1501-W	...	7.75	.....	Ros	34x4	34x6	Opt	Fir	3495	138
Sanford W-15	....	Cont N	3¾x5	22.5	L	R-T	S	Strm	V	.....	Con	Dy	B-Li	B-Li 30	U	3	Spic	Shel	Shel 33FA500	W	Shel 1501	½	6.5	26.67	Ros	36x6	36x6	Hoo	Fir	5170	140
§Schacht H	2500	Wis SU	4 x5	25.6	H	Own	F	Zen	V	.....	.....	.....	Full	Full	U	4	Bld	Shel	.....	R	Wis	½	7.	33.6	Ros	36x3½	36x7	.....	.....	4400	144
Selden Unit 30	2375	Cont J-4	3¾x5	22.5	L	Lng	F	Strm	G	.....	Eis	.....	B-Li	B-Li 30	U	3	Spic	Per	Tim 1452	W	Tim 6460	½	7	23.31	Lav	34x3½	34x5	Arc	.....	4250	137
Selden 33	....	Cont K-4	4⅛x5¼	27.2	L	Lng	F	Strm	G	Phar	Eis	.....	B-Li	B-Li 35	U	4	Spic	Per	Tim 1454	W	Tim 6410	½	Opt	Opt	Ros	34x4‡	34x6‡	Van	Fir	4400	146
Service 33	....	Buda GBU-1	4 x5¼	25.6	L	McC	F	Strm	V	.....	Eis	.....	B.B.	B-Li 35	A	4	Spic	Shel	Shul 350	W	Tim 6352	½	7.2	38.5	Ros	34x3½	34x6	Stn	.....	4695	146
Service Contratruc	....	Buda WTU	3¾x5⅛	22.5	L	Lng	F	Zen	V	.....	Eis	.....	B-Li	B-Li 30	U	3	M-E	Shel	Shul 312	B	Eat 1500	½	6.63	23	Ros	30x5*	32x6*	Bim	Fir	3650	Op
Signal H	....	Cont K-4	4⅛x5¼	27.2	L	R-T	FS	Strm	G	Sim	Eis	.....	B-Li	.....	A	4	Spic	Shel	.....	W	.....	½	7.75	31	Ros	34x4	36x6	StM	.....	4760	146
Standard 1½K	....	Cont N	3¾x5	22.5	L	Lng	F	Strm	V	.....	Eis	.....	B-Li	B-Li 30	U	4	Spic	Am	Tim 1452	W	Tim 6352	½	7.2	31.3	Ros	34x3½	34x5	.....	.....	3466	144
§Sterling	3240	Own	4 x5¾	25.6	L	Own	F	Zen	V	Wau	Eis	.....	B-Li	B-Li 35	U	4	Spic	Math	Tim 1452	W	Tim 6460	½	7	37	Ros	36x3½	36x5	Hoo	.....	4700	142
Stewart Speed Truck	1595	Lyco	4 x5	25.6	L	Own	FS	Zen	G	.....	Rm	Rm	Full	Full	U	3	Spic	Det	.....	B	.....	¾	6.28	25.12	.....	34x5*	34x5*	.....	Fir	3200	140
Stoughton B	2150	.....	.....	.....	L	Own	FS	Strm	G	Wau	Eis	.....	B-Li	B-Li 30	U	3	Ther	Own	Shel 33FA500	W	Shel W-1501	½	7.8	32	Ros	36x3½	36x5	Bim	Gdy	3800	140
Stoughton BJ	1550	.....	.....	.....	H	Chic	F	Zen	V	.....	Rm	Rm	B-Li	B-Li 30	U	3	Ther	Own	Col 5058	B	Col 52003	¾	5.87	24	Ros	34x5	34x5	Bim	Gdy	3250	140
Traffic Speedboy	1750	Cont N-4	3¾x5	22.5	L	Own	FS	Cart	G	.....	Bos	GD	Covt	Covt MUNC	U	3	Ther	Det	Own	I	Russ 34-I	D	6.15	22.5	Own	35x5*	35x5*	Day	Fir	3400	128
Transport 26	....	Buda WTU	3¾x5⅛	22.5	L	Mod	F	Zen	V	.....	Eis	Opt	Full	Full SU-1	U	3	Hart	Det	Col 7000	I	Clark I-D	D	7 25	29	Jac	34x3½	34x5	Mot	.....	3800	140
Traylor B	2390	Buda WTU	3¾x5⅛	22.5	L	GO	F	Zen	G	.....	Spl	Opt	Covt	Covt MUSC	U	3	M-E	Mer	Shel 33FA500	W	Shel W-1501	½	7.8	28	Ros	34x3½	34x6	Sch	.....	4300	140
§Triangle A	1985	Wau BUX	3¾x5¼	22.5	L	Per	FS	Strm	G	Wau	Eis	.....	Full	Full LTU5	U	3	UP	Det	Col 7007	I	Clark 1-D	D	7.25	29	Gem	34x3½	34x6	Roy	Fir	3750	144
Ultimate A	3200	Buda ETU	4¼x5½	28.9	L	Own	F	Strm	G	Pier	Eis	Bos	B-Li	B-Li 35	U	3	Spic	Shel	Shel D-370	W	Shel W-301	½	6.5	37.4	Ros	36x3½	36x6	Jon	Fir	4500	140
§United 30	....	Her O	4 x5	25.6	....	Per	F	Zen	G	.....	Bos	Bos	B-Li	B-Li 30	U	3	Spic	Det	Shul 310	B	Col 52000	F	5	20.86	Lav	34x5	34x5	.....	Fir	2940	148
§U. S. N	2225	Cont N	3¾x5	22.5	L	Lng	FS	Strm	V	.....	Eis	Opt	Full	Full LTU 4	U	3	Opt	Shel	Shul 350	I	Clark 1D	D	7 6	25.3	Lav	36x3½	36x6	Sch	.....	3800	144
Wachusett J	2800	Cont J4	3¾x5	22.5	...	GO	F	Zen	V	.....	Bos	Bos	B-Li	B-Li 35	U	4	Hart	Sav	Tim 1452	W	Tim 6352	¾	7.2	38.5	Ros	36x6	36x6	Smi	Fir	3300	148
Wilcox BB	2550	Own	4¾x5	28.9	L	.....	S	Strm	G	Dup	Bos	.....	Own	.....	A	4	Own	Shel	.....	R	.....	½	8.25	29.0	Own	36x4	36x5†	.....	.....	4600	135
Wisconsin B	1850	Wau Y	4 x5¼	25.6	L	Chic	FS	Zen	G	Phar	Opt	Bos	B-Li	B-Li 31	U	3	Spic	Det	Tim 5511	W	Tim 6460	½	6.25	31.5	Ros	33x5	32x6	Bim	Gdy	3200	136
Zeit-Will S	3450	Cont C-4	4¼x5¼	27.2	L	Own	FS	Zen	G	Pier	Eis	.....	B-Li	B-Li 35	U	3	Spic	Del	Tim 1520	W	Tim 6460	½	7	30.36	Ros	36x3½	36x6	Arc	Fir	4000	144
2 Ton																															
Acason K-2	2890	Wau Y	4 x5¼	25.6	...	...	...	Zen	V	...	Bos	...	Full	Full	U	3	...	...	...	W	Tim 6460	...	...	...	Ros	36x4	36x5	Smi	.....	3982	166
Acme	2750	Buda WTU	3¾x5⅛	22.5	L	Own	F	Zen	G	.....	Eis	.....	Own	Own	U	3	Bld	Det	Tim 1520	W	Tim 6460	½	8.75	35	Ros	34x3½	34x5	Bim	.....	3982	141

2 Ton

Acason K-2	2890	Wau Y	4	x5¼	25.6	L				Zen	V		Bos		Full	Full	U	3				W	Tim 6460				Ros	36x4	36x8	Smi			166	
Acme 40		Cont J-4	3¾	x5	22.5	L	GO	FS	Zen	V	Dup	Eis	Del	B.B.	Cott AAU	U	4	Bld	Det	Tim 1520	W	Tim 6460	½	8.75	35	Ros	34x3½	34x5	Bim		3982	141			
Acme 40-L		Cont K-4	4	⅛x5¼	27.2	L	GO	FS	Zen	V	Dup	Eis	Del	B.B.	Cott RU	U	4	Bld	Det	Tim 1520	W	Tim 6460	½	7	36.4	Ros	34x3½	34x5	Bim		4583	147			
Autocar F	2200	Own 2	4	¾x4½	18.1	L	Own	S	Strm	G		Bos		Own	Own	A	3	Spic	Del	Own	R	Own	F	8.3	33.2	Ros	34x4	34x6	Hoo		3800	97			
Autocar F	2200	Own 2	4	¾x4½	18.1	L	Own	S	Strm	G		Bos		Own	Own	A	3	Spic	Del	Own	R	Own	F	8.3	33.2	Ros	34x4	34x6	Hoo		3900	120			
Autocar G	2300	Own 2	4	¾x4¼	18.1	L	Own	S	Strm	G		Bos		Own	Own	A	4	Spic	Del	Own	R	Own	F	7.72	46.3	Ros	34x5	36x8	Hoo		5500	114			
§Autocar H	3450	Own	4	x5½	25.6	L	Own	S	Strm	G	Phar	Bos		Own	Own	A	4	Spic	Del	Own	R	Own	F	7.72	46.3	Ros	34x5	36x8	Hoo		5600	138			
§Autocar K	3550	Own	4	x5½	25.6	L	Own	S	Strm	G	Phar	Bos		Own	Own	A	4	Spic	Del	Own	R	Own	F	7.72	46.3	Ros	34x5	36x8	Hoo		5600	138			
Available JH-2	2750	Her O	4	x5	25.6	L	Chic	FS	Zen	V	Pier	Bos		B-Li	B-Li 30	U	3	M-E	Tut	Tim	W	Tim 6560	F	7.75	31	Ros	36x4	36x6	Sch		4400	152			
§Bethlehem GN	2395	Own	4	x5¼	25 6	L	GO	F	Zen	V	Pier	Bos	GD	B.B.	DG	U	3	UP	Math	Shel 33FA500	R	Wis 60A	½	7.75	24.8	Lav	34x4	34x6			4100	138			
Buffalo Model 9 & 10		Her O	4	x5	25.6	L	Own	F	Zen	V	Pier	Bos	Bos	Covt	Covt			Spic	Shel	Shel D-370	W	Shel W-103	½	7.75		Ros	34x5‡	36x8	Jon	Gdy	5400	140			
Clinton 45	2840	Buda GTU	4	x5¼	25.6	L	Own	F	Zen	V	Han			B-Li	B-Li 35	A	4	M-E	Row	Tim 1520	W	Tim 6460	½	7.75	41.5	Ros	34x4‡	34x4†	StM		4875	163			
Concord G		Buda GBU	4	x5¼	25.6	L	Own	F	Zen	V	Pier	Eis		B-Li	B-Li 35	U	4	Spic		Tim 1544	W	Tim 6560		9.25	49.48	Ros	36x4‡	36x4‡	Arc	Fir	4150	140			
Concord H		Buda EBU	4	x5¼	25.6	L	Own	F	Zen	V		Eis	Wes	B-Li	B-Li 50	U	4	Spic		Tim 1520	W	Tim 6460		6.75	36.11	Ros	36x4‡	36x4‡	Arc	Fir	4250	150			
Corbitt C	2750	Cont K-4	4	⅛x5¼	27.2	L	McC	FS	Strm	V	Sim	Eis		B-Li	B-Li 35	U	3	Spic	Shel	Shel 3 FA10	W	Shel W-103	½	10.66	35.62	Ros	36x4	36x7	Bim	Fir	5765	148			
Day-Elder BN		Cont J-4	3¾	x5	22.5	L	Bus	F	Zen	V		Eis		B-Li	B-Li 30	U	3	Spic	Shel	Col 7018	W	Tim 6460	½	7	28.63	Gem	34x3½	34x5	Van	Fir	4100	144			
Defiance E		Cont N	3¾	x5	22.5	L	Chic	FS	Zen	V	Full	Bos	Bos	Full				Spic	Det	Col 7000	R	Wis 60A	½	9.25	44.4	Lav	35x5*	38x7*	StM	Fir	3865	140			
Defiance EL2		Cont N	3¾	x5	22.5	L	Chic		Zen	V		Bos	Bos	Full	Full	U	4	Spic	Det	Col 7000	R	Wis 60A	½	9.25	44.4	Lav	36x5	38x7			3965	157			
DeMartini		Buda HTU	4	¼x5½	28.9	L	Own		Zen	V		Bos		B-Li	B-Li 35	U	4	Spic	Shel		W			6.5	26	Ros	36x4	36x7	Smi		6500	168			
Dixon		Cont J-4	3¾	x5	22.5	L	GO	F	Zen	V	Pier		Bos	Full	Full GU 7	U	4	Hart	SP	Tim	W	Tim	½			Ros									
D-Olt A1	2650	Mid 408	3⅜	x5	18.2		Own	F	Zen	V	Dup	RBo	Wes	B-Li	B-Li 35	A	4	Spic	SP	Tim 1540 B	W	Tim 6560	F	7.25	49.1	Ros	34x4‡	36x7‡	Day	Fir	4800	168			
Dorris K4	3400	Own	4	¼x5½	28.9	H	McC	F	Strm	G	Own	Bos	Wes	Own	W-GrT53	A	4	Spic	Row	Tim 1542B	W	Tim 6560	F	7.75	38.67	Ros	36x4	36x7	Smi	Fir	5150	Opt			
Duplex A	2445	Hin HAA	4	x5¼	25.6	L	Mod	F	Strm	G		Wes	Wes	Covt		U	3	M-E	Cham		I		D	8.8	31.8	Lav	34x4	34x7	Stn	Fir	4100	130			
Eagle 100	2275	Buda GTU	4	x5¼	25.6	L	Own	F	Zen	G		Eis	Wes	Covt		U	3	M-E	Cham	Col 7000	I	Russ 600	D	8.31		Ros	34x4	34x7	StM	Fir	4300	130			
Eagle 104	2395	Buda GTU	4	x5½	25.6	L	Own	F	Zen	G		Eis		Covt	Covt	U	7	UP	Math		W		F	5.6	59.7	Ros	34x3½	34x6			4400	136			
Fageol	3000	Wau YA	3¾	x5¼	22.5	L			F	Zen	V		Spl		B-Li						W					Ros	34x4	36x7	Smi		4735	144			
Forschler D		Cont C-4	4	⅛x5¼	27.2	L	Own	FS	Zen			Dup	Bos	Opt	Full			3	Hart	Own							Lav	34x4	34x7	Hoo		3300	137			
Fulton C	1985	Buda WTU	3¾	x5½	22.5	L	GO	FS	Zen	G			Sim		Covt	Covt MUC		3	Spic		Col 7013	I	Russ S300	D	10.2		Lav	34x4	34x7	Hoo						
§Gary I	2750	Buda GTU	4	x5¼	25.6	L	Chic	F	Zen	V	McC	Eis		Full	Full	U	3	Spic	Math	Tim 1520	W	Tim 6460	½	7.75	23.75	Ros	36x3½	36x7	Pru	Gdy	4500	144			
Gramm-Pioneer 125		Cont K-4	4	⅛x5¼	27.2	L	Own	F	Strm	G	Sim	NE	NE	Full	Own	A	4	Own	Per	Col	W	Shel	½	7.7	36.7	Ros	36x4	36x7	Bim		4910				
Grass Premier 70	2575	Wau Y	4	x5¼	25.6	L	Chic	FS	Strm	V	Opt	Opt	Bos	B-Li	B-Li 35	U	4	Spic	Det	Cont 1802	W	Tim 6460	½	8.25	41.6	Ros	36x6*	38x7*	StM	Fir	4400	140			
Guilder E	2950	Buda GTU	4	x5¼	25.6		GO	F	Zen	G	Pier	Eis	Bos	B-Li	B-Li 31	U	3	M-E	Mer	Shul 5410	W	Vul 3R	F	7.75	41	Ros	36x4	36x7	Van		5100	152			
G. W. W		Wis SU	4	x5	25.6	H	Own	F	Zen	G		Bos	Bos	Full	Full GU 5	U	4	Bld	GC	Shul 350	I	Clark 2D	D	8	38.4	Lav	36x6*	38x7*	Bim	Fir	4100	147			
Harvey WOA	2650	Buda ETU	4	¼x5½	28.9	L	Own	F	Strm	G	McC	Eis		Full	Full LTU5	U	3	Spic	Bea	Shel D-343	W	Shel W-103	½	7.75	23.2	Ros	34x4‡	34x7‡	Smi		5400	160			
Hawkeye ML	2195	Buda HU	4	¼x5½	28.9	L	Brm		Zen	G	Sim	Eis		Full	Full	U	4	Hart	Det	Shul	I	Clark 2D	D	18.		Ros	36x4	36x6				160			
Hawkeye M	2145	Buda HU	4	¼x5½	28.9	L	Brm		Zen	G	Sim	Eis		Full	Full	U	4	Hart	Det	Shul	I	Clark 2D	D	18.0		Ros	36x4	36x6			4500	149			
Hug HA		Buda WTU	3¾	x5½	22.5	L			F	Zen	G		Bos		Full	Full	U	3	Bld	Tut	Col	R	Wis		7		Ros	34x5	38x7	Bim	Fir		118			
Hurlburt A	2500	Buda HU	4	¼x5½	28.9	L	Own	F	Zen	G	Sim	Eis		B-Li		U	3	Spic	Per		W		F	6.5		Ros	36x4	36x5†	Way		4285	148			
International 43	2485	Own	3¾	x5	22.5	L	Own	FS	Own	G	Own	RBo	Own	Own	Own	A	4	Own			I	Own	D	9	53.1	Own	36x4	36x7	Own		4790	130			
Jumbo 20		Buda CTU	3¾	x5¼	22.5	L	Own	F	Zen	G		NE	NE	Full	Full LTU 5	U	3	Bld	SP	Col 7000	I	Clark ID	D	7.6	30.4	Jac	34x5*	40x8*		Fir	4510	152			
Kearns N1	2200	Her O	4	x5	25.6	L	Own	FS	Zen	G		Bos	AL	Full		U	3	M-E	Shel	Shel D343	W	Shel W103	½	7.75	31	Ros	34x4	34x7	Way	Fir	3400	136			
Kimball AB	3435	Wis TAU	4	x6	25.6	L	Flex	F	Zen	V		Spl		B-Li	B-Li 35	A	4	Pet	US	Tim 1520	W	Tim 6460	½	6.5	34.78	Ros	36x4†	36x8†	Smi	Fir	5250	Op			
Maccar HT		Wis TAU	4	x6	25.6	L	Own	F	S-Z	V	Pier	Eis	Bos	B-Li	B-Li 35	U	4	Spic	Mer	Tim 1522	W	Tim 6560	F	8.5	45.4	Ros	36x4	36x4†	Day		5300	162			
§Mack AB2	3300	Own AB	4	¼x5	28.9	L	Own	S	Zen	G	Own	Spl		Own	Own	U	4	Spic	Mer	Own	C	Own	D	6.99	43.84	Own	36x4	36x4†			5300	Op			
§Mack AB2	3750	Own AB	4	¼x5	28.9	L	Own	S	Zen	G	Own	Spl		Own	Own	U	4	Spic	Mer	Own	R	Own	F	7.6	46.8	Own	36x4	36x4†			5400	Op			
Menominee D	2875	Wis TAU	4	x6	25.6	L	Own	FS	Strm	G	Mon	Eis	Opt	Det	Cott AU	U	4	Spic	Tut	Shul	W	Wis	½	8.6	15.13	Ros	36x4	36x8	Stn	Fir	4870	144			
Moreland EX	2850	Cont K-4	4	⅛x5¼	27.3	L	Own	F	Strm	V			Spl		Own	Own 19C670B	A	4	Pet	US	Tim 1452	W	Tim 6461	½	7	33.88	Ros	36x4	36x8	Smi		4980	150			
Moreland EC-Bus	3780	Cont K-4	4	⅛x5¼	27.3	L	Own	F	Strm	V			Spl	Opt	B-Li	B.Li	U	4	Pet	US	Tim 1550	W	Tim 6410	½	6	29	Ros	34x5*	34x5†	Bud		4590	178			
§Nash 3018	2150	Own 4	3¾	x5¼	22.5	L			F	Strm	G	Sim	Eis	AL	B.B.	DG	A	4	Own	Har	Own	I	Clark 2D	D	9.	39.6	Lav	34x4	34x7	AuW		3850	144			
Nash Quad 4017	2750	Buda HU	4	¼x5½	28.9	L			F	Strm	G	Sim	Eis		B.B.	Own	A	4	Own	Har	Own	I	Own	D	8.5	42.3	Lav	36x6‡	36x6‡			6250	124			
Netco DK	3100	Cont K-4	4	⅛x5¼	27.2	L	E-M	F	Zen	V	Phar	Eis		B-Li	B-Li 51	A	4	Spic	Per	Tim1542B	W	Tim 6560	F	7.75	41.46	Ros	36x4	36x7	Arc	Opt	5200	156			
Northway B2	3300	Own	4	x6	25.6	H	GO	F	Strm	V	Pier	Wag	Bj	Full	Full GU 8	U	4	Spic	Per	Shel D-343	W	Shel W21	½	7.75	37.2	Ros	36x4	36x4†	Cla	Fir	6000	Op			
Noble B31	2690	Buda CTU	3¾	x5¼	22.5	L	Chic	F	Strm	V	Pier	Eis	Wis	Full	Full GU7	U	4	M-E		Shel D-343	W	Shel 103	½	8.66	41.5	Lav	36x4	36x7	Bim	Fir	4750	156			
O. K. K	2000	Buda ITU	4	x5½	25.6	L	Own	F	Zen	V		Eis		Full	Full TU3	U	3	Hart	Tut	Shul 510	W	Wis 800H	½	9.33		Ros	36x3½	36x5	Bim	Gdy	4310	149			
Oneida B	2825	Hin 400	4	x5¼	25.6	L	Mod	F	Strm	V	Hin	Apo		Full		A	3	Pet	Math		W		½	8.25	33	Ros	36x3½	36x6	Pru		5100	144			
Oshkosh A	3080	Wis	4	x5	25.6	H	Own	F	Strm	V	Dup	AuL	AuL	B-Li	B-Li 35	U	4	Pet	Tut	Own	B	Own	F	8	33	Ros	36x6*	36x6*	Roy	Fir	4250	130			
Oshkosh AA	3180	Wis	4	x5	25.6	H	Own	F	Strm	V	Dup	AuL	AuL	B-Li	B-Li 35	U	4	Pet	Tut	Own	B	Own	F	8	33	Ros	36x6*	36x6*	Roy	Fir		165			
§Patriot 9L		Hin 400	4	x5¼	25.6	L	Own	F	Strm	V			Eis		Covt	Full G7	A	4	Ther	Mar	Shul 510	W	Tim 6560	F	7.75		Ros	34x4	34x6	Bim		4400	146			
Penn	2300	Buda WTU	3¾	x5½	21	L	GO	FS	Zen	G		Bos	Bos	Full		U	3	Spic	Row		W		½	9.25	37		34x5	38x7	Smi	Gdy	3975	144			
Perfection C	2575	Cont K4	4	⅛x5¼	27.2	L	Own	FS	Zen	V		Rm	Rm	B.B.	Own AU	U		Spic	Own	Tim 1250	W	Tim 6460	¾	7.75	43.2	Lav	36x4	36x7	Bim	Gdy	5225	158			
Pierce Arrow XA	3300	Own	4	x5½	25.6	T	Own	F	Strm	P			Del		Own	Own	A	4	Spic	SP		W	Own	½	9.66			36x6*	40x8*			6280	150			
Pittsburgher A	3000	Own	3⅝	x5	21.2	T	GO	F	Zen	V			Bos		B-Li	B-Li 50	U	4	Spic	IC	Vul 3F	W	Vul 3R		8.75	46.8	Ros	36x4	36x7	Smi		5000	150			
Rainier R28	3090	Cont K4	4	⅛x5¼	27.2	L	EM	F	Zen	V	Pier	Eis		B-Li	B-Li 35	A	4	Spic	SP	Shel D-370	W	Shel W-103	½	8.66	46.33	Ros	34x4	34x7	Jon		4900	157			
Rainier R28	3190	Cont K4	4	⅛x5¼	27.2	L	EM	F	Zen	V	Pier	Eis		B-Li	B-Li 35	A	4	Spic	SP	Shel D-370	W	Shel W-103	½	8.66	46.33	Ros	34x4	34x7	Jon		5050	175			
Republic 11X		Cont J4	3¾	x5	22.5	L	Own	F	Strm	V	Phar	Bos		Full	Full	U	3	Spic	Math	Torb	I	Torb	D	8	32	Jac	34x4	34x6	Nor	Fir	3900	144			
Rowe CDW2	3300	Wis EAU	4	x5	25.6	L	Fed	F	Zen	G	Sim	Bos		B-Li	B-Li 35	U	4	Spic	Shel	Shel D-343	R	Shel W-103	½	7.7	31	Ros	34x4	36x3½	Hoo		4500	140			
Ruggles 40		Own	4	x5	25.6	L	Per	F	Zen	G		Bos		B-Li	B-Li 35	U	4	Spic	Det	Col 7000	R	Wis 65	½	7	37.45	Jac	34x5*	34x7	Nor		4250	148			
§Ruggles 41		Own	4x5		25.6	L	Per	E	Zen	G		Bos	Rm	B-Li	B-Li 35	U	3	Spic	Det	Col 7000		Wis 65	½			Jac	30x5*	35x7*	Nor			148			
Sandow JS		Her O	4	x5	25.6	L	Chic		Zen			Eis	Bos	Full	Full TU3			Spic	Own	Shel D 343		Shel W 103		8.66		Ros	36x4	36x7			4000	144			
§Schacht G	3200	Wis UAU	4	¼x6	28.9	L	Own	F	Zen	G	Dup	Bos		B.B.	Own	A	4	Spic	Shel	Own	W	Own	F	8.66	41	Own	36x4	36x7	StM		6200	156			
§Service 42		BudaEBU-I	4	¼x5½	28.9	L	McC	F	Strm	V		Eis		B-Li	B-Li 51	A	4	M-E	Shel	Tim 1520	W	Tim 6460	½	7.75	41.5	Ros	36x4	36x7	Stn		5435	153			
§Sterling 2	3440	Own	4	x5¾	25.6	L	Own	F	Zen	V	Wau	Eis		B-Li	B-Li 35	U	4	Spic	Math	Tim 1544B	W	Tim 6560	F	7.7	41	Ros	36x4	36x6	Hoo		5590	142			
Stewart 9	1970	Cont N	3¾	x5	22.5	L	Bus	FS	Zen	V		Eis		Full		U	3	Hart	Det		I		D	7.6	22.8	Gem	34x3½†	34x6	Way	Fir	3680	140			
§Stoughton D	2490					L	Own	F	Zen	G	Sim	Eis		B-Li	B-Li 35	U	4	Ther	Own	Shel D-343	R	Shel W-103	½	8.66	46.3	Ros	36x4	36x7	Bim	Gdy	4600	140			
Traffic 4000C	1695	Cont N-4	3¾	x5	22.5	L	Own	FS	Cart	G		Bos		Covt	Covt MUNC	U	3	Ther	Det	Own	I	Russ 34-I	D	7	25.62	Own	34x3½	34x5	Opt	Fir	3175	132			
Transport 36		Buda GTU	4	x5¼	25.6	L	Mod	F	Zen	G	Dup	Eis	Opt	Full	Full GU7	U	4	Bld	Det	Col 7000	I	Clark I-D	D	7.25	34.8	Jac	36x3½	36x6	Mot		4300	140			
Traylor C	2850	Buda ITU	4	x5½	25.6	L	GO	F	Zen	G	Pier	Spl		Covt	Covt MU8C	U	3	M-E	Mer	Shel D-343	W	Shel W-103	½	7.75	28	Ros	36x4	36x7	Sch		5500	146			
Triangle C	2285	Wau BUX	3¾	x5¼	22.5	L	Per	FS	Strm	G	Wau	Eis		Full	Full LTU5	U	3	UP	Det	Eat CC3B	I	Clark 2D	D	9.1	46	Gem	36x4	36x7	Roy	Fir	4200	147			
Twin City BW	2400	Buda ITU	4	x5½	25.6	L	Spli	F	Strm	V	Sim	Bos		Full	Full GU7	U	4		Math	Shul 550	I	Clark 2D	D	8	38.4	Ros	36x4	36x7‡	Bim	Fir	4800	150			
Ultimate AJ	3250	Buda EBU	4	¼x5½	28.9	L	Own	F	Strm	G	Pier	Eis	Bos	B-Li	B-Li 35	U	4	Spic	Shel	Shel D-370	W	Shel W-103	½	6.5	34.7	Ros	35x5*	38x7*	Jon	Fir	4500	140			
Ultimate AJL	3300	Buda EBU	4	¼x5½	28.9	L	Own	F	Strm	G	Pier	Eis	Bos	B-Li	B-Li 35	U	4	Spic	Shel	Shel D-370	W	Shel W-103	½	6.5	34.7	Ros	35x5*	38x7*	Jon	Fir	4590	156			
Ultimate AJXL	3400	Buda EBU	4	¼x5½	28.9	L	Own	F	Strm	G	Pier	Eis	Bos	B-Li	B-Li 35	U	4	Spic	Shel	Shel D-370	W	Shel W-103	½	6.5	34.7	Ros	36x6*	36x6‡	Day	Fir		175			
§United 35		Her O	4	x5	25.6	L	Per	F	Zen	G			Bos		B-Li	B-Li 30	U	3	Spic	Det	Shul 310	R	Wis	½	7	28.6	Lav	34x5	34x7			3810	150			
§U. S.-NW 23	2525	Buda WTU	3¾	x5½	22.5	L	Lng	F	Strm	V			Bos	Opt	Full	Full LTU 5	U	3	Opt	Shel	Shul 350	W	Shel W-103	½	8.75	25.97	Lav	36x4	36x6	Sch		4300	144			

For full name and address of manufacturer and information regarding complete line see page 43

TRADE NAME AND MODEL	Chassis Price	ENGINE DETAILS: Make and Model Number (4 cylinder unless otherwise noted.)	Bore and Stroke	N.A.C.C. Horsepower	Valve Arrange't	Radiator (Make)	Lubrication	Carburetor	Fuel Feed	Governor (Make)	Ignition System	Engine Starter	Clutch (Make)	GEARSET: Make and Model Number	Location	Speeds	Universal (Make)	Springs (Make)	FRONT AXLE and Model Number	REAR AXLE: Final Drive	Make and Model Number	Type	Total Gear Reduction in High	Total Gear Reduction in Low	Steering Gear (Make)	TIRES, WHEELS, RIMS (*Pneumatic †Dual ‡Solid): Front	Rear	Wheels (Make)	Rim Equipment	Chassis Weight (Stripped)	Wheelbase
2 Ton—Con'd																															
Washusett K.	3200	Cont K4	4⅛x5¼	27.2	...	GO	F	Zen	V	.....	Bos	Bos	B-Li	B-Li 35	U	4	Hart	.....	Tim 1520	W	Tim 6460	F	7.75	41.5	Ros	.....	.....	Smi	Fir	4800	154
White 20.	3250	Own GK	3¾x5½	22.5	L	.....	FS	Zen	G	.....	.....	.....	Own	Own 30	A	4	.....	.....	Own	R	Own	½	9.25	32.1	Own	36x4	36x7	.....	.....	4815	168
Wichita M.	2400	Wau BX	3¾x5¼	22.5	L	EM	FS	Strm	G	Wau	Bos	NE	Own	B-Li 35	A	4	Ther	Det	Shel	W	Shel W-103	½	Opt	.....	Ros	36x3½	36x6	Bim	Fir	4400	144
Wisconsin.	2700	Cont K-4	4½x5¼	27.2	L	.....	FS	Strm	V	Phar	Bos	.....	B-Li	B-Li 35	U	4	Spic	Det	Det	W	Tim	½	8.25	41.5	Ros	36x6	38x7	Bim	Gdy	4600	140
Witt-Will P.	2650	Cont C-4	4⅛x5¼	27.2	H	Own	FS	Zen	G	Pier	Eis	.....	B-Li	B-Li 35	U	4	Spic	Del	Tim 1520	W	Tim 6460	½	7.1	.....	Ros	36x3½	36x7	Arc	Fir	4600	168
2½ Ton																															
Acme 60.	....	Cont K-4	4⅛x5¼	27.2	L	GO	FS	Zen	V	Dup	Eis	Del	B.B.	Cott RU	U	4	Bld	Det	Tim 1540B	W	Tim 6560	F	9.25	48.10	Ros	36x4	36x7	Bim	.....	4830	152
American-LaFrance 2R	3950	Own	4¼x6	28.9	L	Bus	F	Strm	G	Own	Spl	Wes	Own	Own	A	4	Own	Mer	Own	...	Own	F	7.57	40.8	Own	36x4‡	36x7‡	Day	.....	....	160⅝
§Armleder HWB	3150	Buda HTU	4¼x5½	28.9	L	Lng	F	Zen	G	Phar	Bos	Wes	B-Li	B-Li 50	U	4	Spic	Math	Tim 1548B	W	Tim 6560	F	9.25	49.5	Ros	36x4	36x4†	StM	.....	5000	Op
§Armleder HWC	3150	Cont C-4	4⅛x5¼	27.2	L	Lng	S	Zen	G	Phar	Bos	.....	B-Li	B-Li 50	U	4	Spic	Math	Tim 1548B	W	Tim 6560	F	9.25	49.5	Ros	36x4	36x4†	StM	.....	5000	Op
Atterbury 22C Std.	3375	Cont K-4	4⅛x5¼	27.2	L	Own	F	Zen	V	Pier	Eis	.....	B-Li	B-Li 51	A	4	Spic	SP	Tim 1542B	W	Tim 6560	F	9.25	49.48	Gem	36x4	36x4†	Arc	Fir	5670	156
Atterbury 22C LWB.	3475	Cont K-4	4⅛x5¼	27.2	L	Own	F	Zen	V	Pier	Eis	.....	B-Li	B-Li 51	A	4	Spic	SP	Tim 1542B	W	Tim 6560	F	9.25	49.48	Gem	36x4	36x4†	Arc	Fir	5870	180
Autocar H.	3450	Own	4 x5½	25.6	L	Own	S	Strm	G	Phar	Bos	.....	Own	Own	A	4	Spic	Del	Own	R	Own	F	7.72	46.3	Ros	34x5	36x8	Hoo	.....	5500	114
Autocar K.	3550	Own	4 x5½	25.6	L	Own	S	Strm	G	Phar	Bos	.....	Own	Own	A	4	Spic	Del	Own	R	Own	F	7.72	46.3	Ros	34x5	36x8	Hoo	.....	5600	138
Available JH2½	3160	Her O	4 x5	25.6	L	Chic	FS	Zen	V	Pier	Bos	.....	B-Li	B-Li 35	A	4	M-E	Tut	Tim	W	Tim 6560	F	8.5	40.3	Ros	36x4	36x8	Sch	.....	5200	152
Bessemer J2.	....	Hin HA 500	4¼x5½	28.9	L	Stn	FS	Zen	G	Pier	Bos	.....	B.B.	B-Li 50	A	4	Bld	Per	Shul 510	R	LM 7250	½	.....	.....	Ros	36x4	36x4†	Fir	Sch	4800	158
Betz D-3	2985	D-3	4¼x5½	28.9	L	Chic	F	Zen	G	Mon	Bos	.....	B-Li	B-Li 35	U	4	Pet	Mar	Tim 1540B	W	Tim 6560	F	.....	.....	Ros	36x4	36x8	Stn	.....	5250	160
Brinton D.	2975	Cont C-4	4½x5¼	27.2	L	Chic	F	Strm	G	Pier	Bos	.....	B-Li	.....	U	3	Spic	Tut	.....	W	.....	F	.....	33.6	Ros	36x4	36x8	Smi	.....	4900	150
Brockway K.	....	Cont K-4	4⅛x5¼	27.2	L	Bus	F	Strm	V	Phar	Eis	.....	B-Li	B-Li 35	A	4	Spic	Mer	Tim 1542	W	Tim 6560	F	7.75	41.5	Gem	36x4	36x8	Hoo	.....	5260	153
§Chicago 25.	....	Her O	4 x5	25.6	L	Bre	F	Zen	G	Dup	Bos	.....	B-Li	B-Li 35	U	4	Pet	Math	Tim 1542	R	Huck 25	F	8.45	41.9	Gem	36x4	36x7‡	StM	Fir	5200	158
Columbia G.	2450	Hin 400	4 x5¼	25.6	L	Lng	F	Strm	V	Hin	Spl	Bos	Det	DG	A	4	Spic	Det	Shul	W	Vul	F	9.5	.....	Own	36x4	36x10	StM	.....	4400	148
Clydesdale 8.	....	Cont K-4	4⅛x5¼	27.2	L	Own	F	Zen	V	Own	Bos	.....	B-Li	B-Li 35	A	4	Spic	Stan	Tim 1542B	W	Tim 6460	½	7.75	41.5	Ros	36x4	36x7	.....	.....	.....	156
Commerce 25B.	....	Cont K-4	4⅛x5¼	27.2	L	Lng	F	Zen	V	.....	Eis	Bos	B-Li	B-Li	A	4	Spic	Am	.....	W	Tim	F	7.75	41.46	Ros	36x6	40x8	Mot	Fir	5200	156
Concord J.	....	Buda EBU	4¼x5½	28.9	L	Own	F	Zen	V	Pier	Eis	.....	B-Li	B-Li 50	U	4	Spic	.....	Tim 1544	W	Tim 6560	F	9.25	49.48	Ros	36x4‡	36x4†	Arc	Fir	5400	150
Corbitt B	3000	Cont K-4	4⅛x5¼	27.2	L	McC	FS	Strm	V	Sim	Eis	.....	B-Li	B-Li 50	U	4	Spic	Shel	Shel 3FA10	W	Shel W-21	½	10.33	55.15	Ros	36x4	36x8	Bim	Fir	5325	152
Day-Elder DN.	....	Cont K-4	4⅛x5¼	27.2	L	Bus	F	Zen	V	Mon	Eis	.....	B-Li	B-Li 25	U	4	Spic	Shel	Col 7018	W	Tim 6560	F	8.5	45.18	Gem	36x4	36x7	Van	Fir	5100	144
Diamond T–U2.	....	Hin 1400	4 x5¼	25.6	L	GO	F	Strm	V	Own	Bos	.....	Covt	Covt RU4C	U	4	Spic	Math	Tim 1544B	W	Tim 6560	F	7.8	36.81	Gem	36x4	36x8	.....	.....	5250	160
Dixon C.	3250	Cont K-4	4⅛x5¼	27.2	L	GO	F	Zen	G	Pier	Bos	.....	Full	Full	U	4	Hart	SP	.....	W	Tim	F	Opt	Opt	Ros	36x4	36x8	Smi	.....	5800	154
D-Olt C.	2850	Mid 402	4⅛x5¼	27.2	H	Own	F	Zen	G	Dup	RBo	.....	B-Li	B-Li 35	A	3	Spic	SP	Tim 1540	W	Tim 6560	...	8.5	.....	Ros	36x5	36x4†	Day	Fir	5750	168
Duplex AC.	....	Hin 400	4 x5¼	25.6	L	Mod	...	.....	V	Opt	Eis	Opt	B-Li	B-Li	U	4	Pet	Pen	.....	W	Vul	F	8.50	45.4	Ros	34x5†	36x8	Mot	Fir	5500	160
Duplex AB.	....	Hin 400	4 x5¼	25.6	L	Mod	...	.....	V	.....	Wes	Wes	B-Li	B-Li	U	4	Pet	Pen	.....	W	Shel	½	6.50	34.7	Ros	35x5*	38x7	Mot	Fir	4900	173
Federal U-2.	....	Cont K-4	4⅛x5¼	27.2	L	Own	F	Zen	V	Phar	Eis	Rm	B.B.	DG	A	4	Spic	.....	Own	W	Tim 6560	F	7.75	45.6	Gem	36x4	36x8	Smi	Fir	5300	157
Garford 50.	3490	Buda HTU	4¼x5½	28.9	L	Own	F	Strm	G	Sim	Spl	.....	Own	Own	A	8	Spic	Per	Tim 1542B	W	Tim 6560	F	7.75	.....	Ros	36x4	36x8	.....	.....	5900	144
§Gary J.	3250	Buda HTU	4¼x5½	28.9	L	Chic	FS	Zen	V	McC	Eis	.....	Full	.....	A	4	Spic	Math	.....	W	.....	F	8.5	41	Ros	36x4	36x7	Pru	Gdy	5500	148
G.M.C. K-41A.	....	Own	4 x5½	25.6	L	Own	F	Mar	G	Own	Sim	Opt	Own	Own	U	7	Own	.....	Tim 1542B	W	Tim 6560	F	7.25	49.1	Own	36x4	36x7	Day	.....	5595	146
G.M.C. K-41B.	....	Own	4 x5½	25.6	L	Own	F	Mar	G	Own	Sim	Opt	Own	Own	U	7	Own	.....	Tim 1542B	W	Tim 6560	F	7.25	49.1	Own	36x4	36x7	Day	.....	5695	158
G. M. C. K-41C.	....	Own	4 x5½	25.6	L	Own	F	Mar	G	Own	Sim	Opt	Own	Own	U	7	Own	.....	Tim 1542B	W	Tim 6560	F	7.25	49.1	Own	36x4	36x7	Day	.....	5770	191½
Gotfredson 50.	3175	Buda EBU	4¼x5½	28.9	L	McC	F	Zen	V	.....	Bos	.....	B-Li	B-Li 51	A	4	Spic	Am	Tim 1520	...	Tim 6560	F	9.25	49.5	Gem	36x4	36x8‡	Day	.....	6325	152
Gramm-Pioneer 125.	....	Cont K4	4⅛x5¼	27.2	L	Own	F	Strm	G	Sim	NE	NE	Full	Own	A	4	Own	Per	Col	W	Shel	½	7.7	36.7	Ros	36x4	36x7	Bim	.....	4910	....
Grass Premier 80.	3000	Wau CU	4⅜x5⅝	30.6	L	.....	F	Strm	V	Wau	Opt	Bos	B-Li	B-Li 51	A	4	Spic	Det	Cont	W	Tim 6560	F	8.25	46	Ros	36x5†	36x10†	StM	Fir	5400	Op
Harvey WFB.	2950	Buda ETU	4¼x5½	28.9	L	Own	F	Strm	G	McC	Eis	.....	Full	B-Li 50	A	4	Spic	Bea	Shel D-370	W	Shel W-21	½	7.75	37.5	Ros	36x4	36x8	Smi	.....	6800	160
IndependentHW (Iowa)	2940	Cont K-4	4⅛x5½	27.2	L	Chic	FS	Zen	V	.....	Bos	.....	Full	.....	U	4	Bld	Tut	.....	W	Shel W21	½	8.75	.....	Lav	36x4	36x7	StM	Fir	4950	150
§Indiana 26.	....	Own 38	4⅛x5½	27.2	L	McC	F	Zen	G	Pier	Eis	.....	B.B.	B-Li 51	A	4	Spic	Shel	Shel D-370	W	Shel W-21	½	7.75	41.3	Woh	36x4‡	36x8‡	Bim	.....	6150	159
Jumbo 25.	....	Buda HU	4¼x5½	28.9	L	Own	F	Zen	V	Sim	Eis	.....	Full	Full GU 7	U	4	Bld	SP	Shul 510	I	Clark 2-D	D	9	43.5	Jac	36x4‡	36x8‡	.....	Fir	5190	152
Kankakee H.	....	Cont K-4	4⅛x5¼	27.2	...	.....	...	Zen	G	.....	Bos	Bos	Full	Full GU	U	4	UM	Tem	Shul 550	W	Wis 900C	...	8.66	.....	Ros	36x5	36x8	Bim	Fir	.....	.....
Kelly-Springfield K380.	....	Own	3⅞x5¼	24.1	L	Lng	F	Zen	G	Pier	Eis	Opt	B.B.	B-Li 51	A	4	Pet	Per	Own	W	Own	½	9.25	49.5	Gem	36x4	36x4†	StM	.....	5300	150
Kelly-Springfield K–39.	....	Own	3⅞x5¼	24.1	L	Lng	F	Zen	G	Pier	Eis	Del	B.B.	B-Li 51	A	4	Pet	Per	Own	I	Clark 2H	D	9	48.15	Gem	36x4	36x4†	Cla	Fir	5900	150
Kenworth K-S.	....	Buda EBU	4¼x5½	28.9	L	Idl	F	Strm	V	.....	Bos	Bos	B.B.	Cott RU	U	4	Bld	Tut	Shel D-370	W	Shel W-21	½	8.75	45.22	Ros	36x4	36x8	Smi	.....	6300	160
Kimball AC.	3960	Wis UAU	4¼x6	28.9	L	Flex	F	Zen	V	.....	Spl	.....	B-Li	B-Li 50	A	4	Pet	US	Tim 1542	W	Tim 6560	F	7.75	41.46	Ros	36x5	36x10	Smi	Fir	6000	Op
King Zeitler.	2875	Cont K4	4⅛x5¼	27.2	L	Chic	F	Strm	G	Phar	Eis	Bos	B-Li	B-Li 35	A	4	Pick	Mar	Tim 1542	W	Tim 6560	F	9.25	49.48	Gem	36x5	36x8	Bim	Fir	5400	156
Kissel Freighter.	2875	Own 50000	4¼x5½	28.9	L	McC	S	Strm	V	Pier	Eis	.....	W-Gr	.....	A	4	Spic	.....	.....	W	.....	F	8.5	42.5	Jac	36x4	36x8	Pru	.....	5100	168
Kleiber.	3850	Cont L4	4½x5½	32.4	L	R-T	F	Strm	V	.....	RBo	.....	B-Li	B-Li 51	A	4	Spic	Bet	Tim 1544	W	Tim 6560	F	7.75	41.5	Ros	36x5‡	36x10‡	Smi	.....	6500	163
Krebs L75.	....	Cont	4½x5½	32.4	L	Own	...	Zen	V	Own	Bos	Bos	B-Li	B-Li 55	A	4	Spic	Math	Tim 1544B	W	Tim 6560	F	8.5	46	Ros	36x4	36x8	Smi	Fir	5250	163
Lange E.	3450	Cont K-4	4⅛x5¼	27.2	L	Own	F	Strm	V	.....	Apo	.....	B-Li	B-Li 51	A	4	Pet	SP	Tim 1544B	W	Tim 6560	F	9.25	49.5	Ros	36x4	36x7	Hoo	Opt	5600	Op
§Larrabee K-5.	3550	Cont L-4	4½x5½	32.4	L	R-T	F	Zen	G	Phar	Bos	.....	B-Li	B-Li 51	A	4	Spic	Shel	Shel D-370	W	Shel W-22	½	7.6	47	Ros	36x4	36x8	Smi	.....	5700	156
Luedinghaus.	....	Wau RU4R	4¼x5¾	28.9	...	Own	F	Zen	...	.....	Spl	.....	B.B.	.....	A	4	.....	.....	.....	W	Tim	F	.....	.....	Lav	36x4‡	36x8‡	.....	.....	4900	145*
§Mack AB.	3400	Own AB	4¼x5	28.9	L	Own	S	Zen	G	Own	Spl	.....	Own	Own	U	4	Spic	Mer	Own	C	Own	D	8.98	43.5	Own	36x4	36x4†	.....	.....	5400	Op
§Mack AB.	3850	Own AB	4¼x5	28.9	L	Own	S	Zen	G	Own	Spl	.....	Own	Own	U	4	Spic	Mer	Own	R	Own	F	9.25	44.9	Own	36x4	36x4†	.....	.....	5600	Op
Master 41.	....	Buda EBU	4¼x5½	28.9	L	Chic	F	Zen	V	Pier	Eis	.....	Full	Full	U	4	Spic	Det	Tim	W	Tim 6560	F	Opt	Opt	Ros	34x4	36x8	Pru	.....	5700	154
National HD.	....	Wau CU	4⅜x5⅝	30.6	L	Bus	F	Zen	G	Wau	Eis	.....	HS	B-Li 51	A	4	Spic	Math	Tim 1544B	W	Tim 6560	F	7.75	41.4	Ros	36x5	36x10	Smi	.....	5100	152
Nelson & LeMoon.	....	Cont K-4	4¼x5¼	27.2	L	Chic	F	Strm	G	Phar	Bos	Bos	B-Li	B-Li 50	U	3	Own	GC	Tim 1542	B	Tim 6566	F	7.7	.....	Ros	36x4	36x7	StM	Gdy	4100	Op
Netco HL.	3500	Cont L-4	4½x5½	32.4	L	E-M	F	Zen	V	Phar	Eis	.....	B-Li	B-Li 55	A	4	Spic	Math	Tim 1542 B	W	Tim 6560	F	7.75	41.46	Gem	36x4	36x8	Arc	Opt	5750	168
Noble D-51.	3150	Buda ETU	4¼x5½	27.2	L	Chic	F	Strm	V	Pier	Eis	Wes	Full	Full G-7	A	4	M-E	.....	Shel D370	W	Shel W21	½	8.75	42	Lav	36x4	36x8	Bim	Fir	5700	162
Ogden E2.	....	Cont K-4	4⅛x5¼	27.2	L	Chic	FS	Zen	G	Phar	Spl	.....	B-Li	B-Li 51	A	3	Pick	Tut	Tim	W	Tim	½	7.75	26	Ros	36x4	36x8	Stn	.....	5600	160
O. K. A.	3250	Buda ETU	4¼x5½	28.9	L	R-T	F	Zen	V	Pier	Eis	.....	Full	Full GU7	U	4	Hart	Tut	Shul 550	W	Tim 6560	F	9.25	.....	Ros	36x4	36x8	Bim	Gdy	5350	150
Old Reliable B.	3500	Wis UAU	4¼x6	28.9	L	Chic	F	Strm	V	Phar	Bos	.....	Full	Full G	A	4	Pet	Shel	Shel D-370	W	Shel W-21	½	8.75	42	Ros	34x4	36x4†	Sch	Opt	6000	Op
Olympic J.	3200	Buda EBU	4¼x5½	28.9	L	Lng	F	Zen	V	.....	Eis	Opt	B-Li	B-Li 50	U	4	Spic	Lig	Tim 1542B	W	Tim 6560	F	7.75	37.5	Ros	36x4	36x7	StM	Opt	4985	158

| | | |

For full name and address of manufacturer and information regarding complete line see page 43

TRADE NAME AND MODEL	Chassis Price	ENGINE DETAILS: Make and Model Number (4 cylinder unless otherwise noted.)	Bore and Stroke	N.A.C.C. Horsepower	Valve Arrange't	Radiator (Make)	Lubrication	Carburetor	Fuel Feed	Governor (Make)	Ignition System	Engine Starter	Clutch (Make)	GEARSET: Make and Model Number	Location	Speeds	Universal (Make)	Springs (Make)	FRONT AXLE and Model Number	REAR AXLE: Final Drive	Make and Model Number	Type	Total Gear Reduction in High	Total Gear Reduction in Low	Steering Gear (Make)	TIRES, WHEELS, RIMS: *Pneumatic †Dual ‡Solid — Front	Rear	Wheels (Make)	Rim Equipment	Chassis Weight (Stripped)	Wheelbase
3½ Ton																															
Acme 90	....	Cont L-4	4½x5½	32.4	L	GO	FS	Zen	V	Dup	Eis	Del	B.B.	Cott S	A	4	Bld	Det	Tim 1630B	W	Tim 6660	F	10.33	53.72	Ros	36x5	40x5†	Bim	.....	6983	168
American-LaFrance 3R	4950	Own	4¼x6	28.9	L	Bus	F	Strm	G	Own	Spl	Wes	Own	Own	A	4	Own	Mer	Own	W	Own	F	7.8	42.5	Own	36x5	36x10†	Day	.....		165
§Armleder KWB	4200	Buda YTU	4½x6	32.4	L	Own	F	Zen	G	Phar	Bos	Wes	B-Li	B-Li 50	U	4	Spic	Math	Tim 1638B	W	Tim 6666	F	10.33	55.37	Ros	36x5	36x5†	StM	.....	6900	Op
§Armleder KWC	4200	Cont E-4	4½x5½	32.4	L	Own	S	Zen	G	Phar	Bos	.....	B-Li	B-Li 50	U	4	Spic	Math	Tim 1638B	W	Tim 6666	F	10.33	55.37	Ros	36x5	36x5†	StM	.....	6900	Op
Atterbury 22DX Short	4375	Cont L-4	4½x5½	32.4	L	Own	F	Zen	V	Pier	Eis	.....	B-Li	B-Li 55	A	4	Spic	SP	Tim 1630B	W	Tim 6666	F	10.33	55.26	Gem	36x5	40x6†	Arc	.....	7500	150
Atterbury 22D Std	4275	Cont L-4	4½x5½	32.4	L	Own	F	Zen	V	Pier	Eis	.....	B-Li	B-Li 55	A	4	Spic	SP	Tim 1630B	W	Tim 6666	F	10.33	55.26	Gem	36x5	40x6†	Arc	.....	7500	174
Atterbury 22D LWB	4375	Cont L-4	4½x5½	32.4	L	Own	F	Zen	V	Pier	Eis	.....	B-Li	B-Li 55	A	4	Spic	SP	Tim 1630B	W	Tim 6666	F	10.33	55.26	Gem	36x5	40x6†	Arc	.....	7800	198
Available JH3½	4175	Her MU-3	4½x5½	32.4	L	Chic	FS	Strm	V	Pier	Bos	.....	B-Li	B-Li 50	A	4	M-E	Tut	Tim	W	Tim 6666	F	10.33	49.99	Ros	36x5	40x5†	Sch	.....	6500	176
Brockway R-5	....	Cont L-4	4½x5½	32.4	L	Bus	F	Strm	V	Phar	Eis	.....	B-Li	B-Li 55	A	4	Spic	Mer	Tim 1630B	W	Tim 6666	F	8.75	46.8	Gem	36x5	36x5†	Smi	.....	6800	164
§Chicago 35	....	Her MU-3	4½x5½	32.4	L	Bre	FS	Zen	G	Sim	Bos	.....	B-Li	B-Li 50	A	4	Pet	Math	Tim 1630	R	Huck 35	F	9.33	50	Gem	36x5	36x10	Opt	.....	7200	170
Clydesdale 6	....	Cont L-4	4½x5½	32.4	L	Own	F	Zen	V	Own	Bos	.....	B-Li	B-Li 50	A	4	Spic	Stan	Tim 1542B	W	Tim 6560	F	9.25	49.5	Ros	36x5	36x5†	.....	.....	....	163
Diamond T–K	....	Hin 1500	4¼x5½	28.9	L	GO	F	Strm	V	Own	Bos	.....	Covt	Covt SA4	A	4	Spic	Math	Tim 1632B	W	Tim 6666	F	8.8	44.36	Gem	36x5	36x5†	.....	.....	7250	170
Dixon A	4070	Cont L-4	4½x5½	32.4	L	GO	FS	Zen	G	Pier	Bos	.....	Full	Full HU	U	4	Hart	SP	Tim 1630B	W	Tim 6666	F	Opt	Opt	Ros	36x5	36x10	Smi	.....	7100	160
Dorris K7	4400	Own	4¼x5½	28.9	H	MeC	F	Strm	G	Own	Bos	Wes	Own	W-Gr T53	A	4	Spic	Row	Tim 1630	W	Tim 6660	F	10.33	51.5	Ros	36x5	36x10	Smi	Fir	6750	Opt
Duplex E (f. w. d.)	....	Buda ETU	4¼x5½	28.9	L	Lng	FS	Sheb	V	Dup	Eis	.....	B-Li	B-Li	U	4	Pet	Pen	.....	I	Own	..	8	64	Woh	36x8*	36x8	Mot	Fir	6000	130
§Gary K	3950	Buda YTU	4½x6	32.4	L	Chic	F	Zen	V	McC	Eis	.....	B-Li	B-Li	A	4	Spic	Math	Tim 1630-B	W	Tim 6666	F	10.33	50	Ros	36x5	40x10	Pru	.....	8100	162
G. M. C. K-71A	....	Own	4½x6	32.4	L	Own	F	Mar	G	Own	Sim	Opt	Own	Own	A	7	Own	.....	Tim 1630B	W	Tim 6666	F	8.75	75.2	Own	36x5	40x5†	Day	.....	8070	163
G. M. C. K-71B	....	Own	4½x6	32.4	L	Own	F	Mar	G	Own	Sim	Opt	Own	Own	A	7	Own	.....	Tim 1630B	W	Tim 6666	F	8.75	75.2	Own	36x5	40x5†	Day	.....	8250	187
Gramm-Bernstein 75P	....	Hin HA 200	4½x5½	32.4	L	Own	F	Strm	G	Own	Eis	Opt	Own	Own	A	..	Own	Per	Own	W	Shel 4FA20	½	7.75	36.7	Ros	36x6*	42x9*	.....	Fir	6985	150
Grass Premier 90	3700	Wau DU	4½x6¼	32.4	L	Chic	F	Strm	V	Wau	Opt	Bos	B-Li	B-Li 55	A	..	Spic	Det	Cont	W	Tim 6666	F	8.75	44	Ros	36x5‡	40x5†	StM	Fir	6200	Op
Harvey WHB	3950	Buda YTU	4½x6	32.4	L	Own	F	Strm	G	McC	Eis	.....	Full	B-Li 60	A	4	Spic	Bea	Shel 3FA20	W	Shel W-32	½	8.75	46.8	Ros	36x6	36x12	Smi	.....	7600	160
Hawkeye N	....	Buda YTU	4½x6	32.4	..	....	F	Zen	..	Sim	Eis	.....	Full	Cott	A	4	.....	.....	.....	..	Clark	D	.....	.....	.....	36x5†	36x10†	.....	.....	.....	180
Indiana 40	....	Own 40	4½x6¼	32.4	L	MeC	F	Strm	G	Pier	Eis	.....	B.B.	B-Li 55	A	4	Spic	Shel	Shel FA20	W	Shel W-32	½	10.2	54.84	Woh	36x5	36x10	Smi	.....	7050	160
§Jumbo 35	....	Buda YBU	4½x6	32.4	L	Own	F	Zen	G	Sim	Eis	.....	Full	Full GU-8	U	4	Spic	SP	Stn 507	I	Clark 3 D	D	9	43.5	Jac	36x5‡	36x10‡	.....	Fir	7510	165
Kearns T	4000	Wis VAU	4½x6	32.4	L	Bus	FS	Zen	G	Dup	RBo	Opt	Full	Full H-I	A	4	Pet	Shel	Shel 3FA 20	W	Shel W-32	½	10.75	64.5	Ros	36x5	36x10	Van	.....	6800	...
Kleiber	4850	Cont L4	4½x2½	32.4	L	R-T	F	Strm	V	.....	RBo	.....	B-Li	B-Li 60	A	4	Spic	Bet	Tim 1632 B	W	Tim 6666	F	8.75	46.8	Ros	36x5‡	36x12‡	Smi	.....	7600	170
Kelly-Springfield K-41	....	Own	4½x6½	32.4	T	Lng	F	Zen	G	Pier	Eis	Opt	B.B.	B-Li 60	A	4	Pet	Per	Own	I	Clark 3-H	D	10	50.7	Gem	36x5	36x10	Cla	.....	7640	156
Kenworth L	....	Buda YBU	4½x6	32.4	L	Idl	F	Strm	V	.....	Bos	Bos	B.B.	Cott S	A	4	Bld	Tut	Shel W-32	W	Shel W-32	½	10.25	53.3	Ros	36x5	40x12	Smi	.....	8800	170
King Zeitler	3625	Cont L-4	4½x5½	32.4	L	Chic	F	Strm	G	Phar	Eis	Bos	B-Li	B-Li 50	A	4	Pick	Mar	Tim 1632	W	Tim 6666	F	10.33	55.26	Lav	36x6	40x10	Bim	Fir	7200	156
Krebs L110	....	Cont	4½x5½	32.4	L	Own	...	Zen	V	Own	Bos	.....	B-Li	B-Li 55	A	4	Spic	Math	Tim 1632B	W	Tim 6666	F	10.3	55	Ros	36x5	40x10	Smi	Fir	6860	170
Krebs B120	....	Cont	3¾ x6	36.1	L	Own	...	Zen	V	Own	Bos	.....	B-Li	B-Li 60	A	4	Spic	Math	Tim 1632B	W	Tim 6666	F	10.3	55	Ros	36x6	40x12	Smi	Fir	7460	180
Lange F	4450	Cont L-4	4½x5½	32.4	L	Own	F	Strm	V	Dup	Apo	.....	B-Li	B-Li 55	A	4	Pet	SP	Tim 1630B	W	Tim 6666	F	9.5	50.8	Ros	36x5	36x10†	Hoo	Opt	7400	Op
§Larrabee L-4	4100	Cont L-4	4½x5½	32.4	L	R-T	S	Zen	G	Phar	Bos	.....	B-Li	B-Li 55	A	4	Spic	Mer	Shel 4FA20	W	Shel W-31	½	10.25	55	Ros	36x5	36x10	Smi	.....	7600	186
Luedinghaus	....	Wau DU	4½x6¼	32.4	L	Own	F	Zen	..	.....	Spl	.....	B-Li	B-Li 55	A	4	Spic	.....	.....	W	Tim	F	10.33	.....	Ros	36x6‡	36x6†	.....	.....	7760	160*
§Mack AC	4950	Own AC	5 x6	40	L	Own	S	Zen	G	Own	Spl	.....	Own	Own	J	4	Spic	Mer	Own	C	Own	D	7.54	48.37	Own	36x5	40x5†	.....	.....	9200	Op
Master 51	....	Buda YBU	4½x6	32.4	L	Chic	F	Zen	V	Pier	Eis	.....	Full	Full	A	4	Spic	Det	Tim 1630	W	Tim 6666	F	Opt	Opt	Ros	36x5	40x12	Smi	.....	8100	158
Menominee G	3800	Wis VAU	4½x6	32.4	L	Own	FS	Strm	G	Mon	Eis	Opt	Det	Cott R	A	4	Spic	Tut	Cont	W	Tim	F	10.3	53.71	Ros	36x5	36x10	Smi	Fir	6750	160
National NB	....	Wau DU	4½x6¼	32.4	L	Bus	F	Zen	G	Wau	Eis	.....	HS	B-Li 55	A	4	Spic	Math	Tim 1630B	W	Tim 6666	F	8.75	46.8	Ros	36x6	36x6†	Smi	.....	7650	164
Noble E-71	3850	Buda YTU	4½x6	32.4	L	Chic	F	Strm	V	Pier	Eis	Wes	Full	W Gr T 53	A	4	M-E	.....	Shel 4FA20	W	Shel W30	½	8.75	44	Lav	36x5	36x10	Bim	Fir	7200	182
Nelson & LeMoon G 4	....	Cont L-4	4½x5½	32.4	L	Chic	F	Strm	G	Phar	Bos	Bos	B-Li	B-Li 50	U	4	Own	GC	Tim 1630	W	Shel W30	½	8.7	42	Ros	36x5	36x5†	StM	Gdy	6000	Op
Northway B-3	4200	Own	4 x6	25.6	H	GO	F	Strm	V	Pier	Wag	Bj	Full	Full GU-8	A	4	Spic	Per	Shel 4FA20	W	Shel W30	½	10	49.2	Ros	36x5	40x5†	Cla	Fir	7700	Op
Ogden F	....	Cont L-4	4½x5½	32.4	L	Chic	F	Zen	V	Phar	Spl	.....	B-Li	B-Li 55	A	4	M-E	Tut	Tim	W	Tim	F	10.33	55.26	Ros	36x5	40x10	Stn	.....	7300	178
O. K. Y	3975	Buda YTU	4½x6	32.4	L	R-T	F	Zen	V	Pier	Eis	.....	Full	Full H	A	4	Hart	Tem	Shul 610	W	Tim 6666	F	.....	.....	Ros	36x5	36x10	Bim	Gdy	6550	164
Old Reliable C	4250	Wis VAU	4½x6	32.4	L	Chic	F	Strm	V	Phar	Bos	.....	Full	Full H	A	4	Pet	Shel	Shel 4FA20	W	Shel W-32	½	8.75	55.1	Ros	36x5	36x12	Sch	.....	8000	Op
Oneida D	4050	Hin 200	4½x5½	32.4	L	Mod	F	Strm	V	Hin	Apo	.....	Full	.....	A	4	Pet	Math	.....	W	.....	F	10.33	49.6	Ros	36x5	36x10	Smi	.....	7700	170
Parker J-24	4300	Wis VAU	4½x6	32.4	L	Own	F	Strm	V	Pier	Eis	Wes	B-Li	Full H	A	4	Bld	.....	Shul 610	W	Own	F	8.75	43.6	Ros	36x5	40x5†	Smi	.....	6550	160
Perfection E	2975	Cont K-4	4⅛x5½	27.2	L	Own	FS	Zen	V	Phar	Eis	Rm	B.B.	Own RU	A	4	Spic	Own	Tim 6560	F	9.5	63	Lav	38x7	42x9	Bim	Fir	5700	138
Pittsburgher D	3800	Own	4⅛x5½	27.2	T	GO	F	Zen	V	.....	Bos	.....	B-Li	B-Li 50	U	4	Spic	.....	Vul 4F	W	Vul 4R	..	9.5	50.82	Ros	36x5	36x10	Smi	.....	6600	162
Power C	....	Hin HA-200	4½x5½	32.4	L	Mod	F	Strm	G	Hin	Eis	Wes	B-Li	B-Li 55	U	4	Pet	Row	Cont	W	Wis 900 E	½	10	48	Ros	36x5	36x10‡	StM	.....	7400	160
Rainier R-25	4400	Cont L-4	4½x5½	32.4	L	EM	F	Zen	V	Pier	Eis	.....	B-Li	B-Li 60	A	4	Spic	SP	Tim 1632B	W	Tim 6666	F	10.33	55.26	Ros	36x5	36x5†	Jon	.....	8000	170
Sandow M	....	Buda YTU	4½x6	32.4	L	Chic	FS	Strm	G	Mon	Bos	.....	B-Li	B-Li 50	A	4	Spic	.....	Tim 1630	W	Tim 6660	..	10.25	41.25	Ros	.....	.....	.....	.....	6800	172
Sanford W35B	....	Cont E-4	4½x5½	32.4	L	MeC	F	Strm	G	Pier	Eis	.....	B.B.	B-Li 50	A	4	Spic	Shel	Shel 4FA10	W	Shel 31	½	8.7	34.8	Ros	36x5	36x5†	Hoo	Fir	6750	174
Sanford W-35D	....	Cont E-4	4½x5½	32.4	L	MeC	F	Strm	G	Pier	Eis	.....	B.B.	B-Li 55	A	4	Spic	Shel	Shel 4FA10	W	Shel 31	½	8.7	34.8	Ros	36x5	36x5†	Hoo	Fir	6710	156
Selden Unit 70	4175	Cont L4	4½x5½	32.4	L	Lng	F	Strm	G	Phar	Eis	.....	B-Li	B-Li 55	A	4	Spic	Per	Tim 1650 B	W	Tim 6666	F	8.75	46.81	Gem	36x5	36x10	Stn	.....	7200	165
Selden Unit 52	4850	Cont L-4	4½x5½	32.4	L	Lng	F	Zen	V	Phar	Eis	NE	B-Li	B-Li	A	4	Spic	SS	Tim 1550	W	Tim 6511	F	7.75	31	Gem	36x5	36x10	Arc	Opt	7200	195
Selden Unit 53	3550	Cont L-4	4½x5½	32.4	L	Lng	F	Strm	G	Phar	Eis	.....	B-Li	B-Li 51	A	4	Spic	Det	Tim 1544 B	W	Tim 6560	F	8.5	45.4	Gem	36x4	36x7	Stn	Opt	6220	154
§Service 72	....	Buda EBU-1	4¼x5½	28.9	L	MeC	F	Strm	V	.....	Eis	.....	B.B.	B-Li 60	A	4	Spic	Shel	Tim 1630	W	Tim 6666	F	8.75	42.35	Ros	36x5	36x10	Stn	.....	7610	173
Signal M	....	Cont L-4	4½x5½	32.4	L	Lng	FS	Strm	G	Sim	Eis	.....	B-Li	.....	A	4	Spic	Det	.....	W	.....	F	12	58.08	Ros	36x5	40x10	StM	.....	7350	168
Signal ML	....	Cont L-4	4½x5½	32.4	L	Lng	FS	Strm	G	Sim	Fis	.....	B-Li	.....	A	4	Spic	Det	.....	W	.....	F	12	58.08	Ros	36x5	40x10	StM	.....	7700	204
§Standard 3½-5-K	....	Cont L-4	4½x5½	32.4	L	Lng	F	Strm	V	Sim	Eis	.....	B-Li	B-Li 55	A	4	Spic	Am	Tim 1630B	W	Tim 6666	F	10.3	55.1	Gem	36x5	36x12	Day	.....	7485	160
§Standard 3½-5-KS	....	Cont L-4	4½x5½	32.4	L	Lng	F	Strm	V	Sim	Eis	.....	B-Li	B-Li 60 Max-Spd	A	7	Spic	Am	Tim 1630B	W	Tim 6666	F	6.8	83.1	Gem	36x5	36x12	Day	.....	7519	160
§Sterling	4750	Own	4½x6¼	32.4	L	Own	F	Zen	V	Wau	Eis	.....	H-S	Own	A	3	Spic	Math	Tim 1632B	W	Tim 6666	F	8.75	39	Ros	36x5	40x5†	Hoo	.....	7925	162
Stewart 10-X	3540	Buda YTU	4½x6	32	L	Bus	F	Zen	V	Pier	Eis	.....	Full	.....	U	3	Spic	Det	.....	I	.....	D	10	48.01	Ros	36x5†	36x5†	Cla	Fir	6600	165
Super Truck 70	4100	Wis	4¼x6	28.9	L	Chic	F	Zen	G	Sim	Bos	.....	Full	Full G	A	4	Spic	Shel	Shel 4FA20	W	Shel W-31	½	10.25	49.2	Ros	36x5	40x5†	Smi	.....	7500	164
Transport 61	....	Buda ETU	4¼x5½	28.9	L	Mod	F	Zen	G	Dup	Eis	Opt	Full	Full GU 7	A	4	Bld	Det	Col 8500	I	Clark 2F	D	8.15	39.12	Jac	36x4	36x8	Mot	.....	5600	150
Twin City AW	3500	Own	4¼x6	28.9	H	Spli	F	Strm	V	Own	Bos	.....	B.B.	Full G5	A	4	Spic	Math	Tim 1630B	W	Tim 6652	..	10.33	49.58	Ros	36x5	40x5	Smi	.....	6800	168
§United 80	....	Her MU 3	4½x5½	32.4	L	Per	F	Zen	G	Sim	Bos	.....	B-Li	B-Li 55	A	4	Spic	Det	Cont 2203 B	R	Wis 120 B	½	8.66	46.3	Lav	36x5	36x10	Van	.....	.....	157
Ward La France 4A	....	.....	4½x6¼	32.4	L	Own	F	Strm	G	....	Bos	.....	B-Li	B-Li 60	A	4	Spic	Row	Tim 1630B	W	Tim 6666	F	7.8	41.73	Ros	36x5	36x5†	Smi	.....	7750	162
White 40	4200	Own GR	4¼x5¾	28.9	L	.....	F	Zen	V	Own	.....	.....	Own	Own	U	4	Own	.....	.....	R	.....	½	11.7	48.26	Own	36x5	40x5†	.....	.....	7300	174
Wilcox E	3950	Buda YTU	4½x6	32.4	L	.....	S	Strm	G	Dup	Bos	.....	Own	.....	A	4	Own	Shel	.....	R	.....	½	10	45.1	Own	36x5	36x5†	.....	.....	6600	147
Wisconsin (Six-Wheel)	4600	Cont B-5	4¾x6	32.4	L	Chic	F	Strm	V	Phar	Eis	Bos	B-Li	B-Li 55	U	4	Pet	Det	.....	W	Wis	½	8.25	45	Ros	34x7	34x7	Bim	Gdy	7000	158

4 Ton

Acason K-4	4250	Wau	4½x5¾	30.6				Zen	V	Wau	Bos			Cott R	A	4	Bld	Det	Tim	W	Tim 6666	F	5.2	54.	Ros	36x5	36x12	Smi			180*
Acme 90L		Cont B-5	4¾x6	36.1	L	GO	FS	Rayf	V	Dup	Eis	Del	B.B.	Cott S	A	4	Bld	Det	Tim 1630B	W	Tim 6660	F	8.75	45.5	Ros	36x5	40x5†	Bim			8160	177
Autocar L	4800	Own	4¼x5½	28.9	L	Own	S	Strm	G	Phar	Bos		Own	Own	A	4	Spic	Del	Own	R	Own	F	9.89	72.1	Ros	34x6	36x12	Hoo			7400	156
Autocar M	4650	Own	4¼x5½	28.9	L	Own	S	Strm	G	Phar	Bos		Own	Own	A	4	Spic	Del	Own	R	Own	F	9.89	72.1	Ros	34x6	36x12	Hoo			7200	120
Bessemer K2		Cont E-7	4½x5½	32	4	L	Spli	FS	Strm	G	Pier	Eis		B.B.	B-Li 60	A	4	M-E	Per	Tim 6666	F	8.75	46.8	Ros	36x6‡	36x6†	StM			7410	190
Clinton 90	4260	Buda YTU	4½x6	32	4	L	Own	F	Zen	V	Han			B-Li	B-Li 51	A	4	Hart	Shel	Tim 1632 B	W	Tim 6666	F	8.75	46.8	Ros	36x6‡	36x6†	StM			7370	178
Corbitt A	3800	Cont L-4	4½x5½	32.4	L	MeC	FS	Strm	V	Sim	Eis			B-Li	B-Li 50	U	4	Spic	Shel	Tim 1544	W	Tim 6666	F	8.75	46.81	Gem	36x5	36x5†	Van	Fir		6700	165
Day-Elder FN		Cont L-4	4½x5½	32.4	L	Bus	F	Zen	V	Mon	Eis			B-Li	B-Li 50	U	4	Spic	Shel		W			8.75	46	Ros	36x6	36x12	Smi			8500	190
DeMartini		Buda YBU	4½x6	32x4	L	Own			V		Bos			B-Li				Spic	Shel		W		F	7.4	79	Ros	36x5	36x5				7300	172
Fageol	5000	Wau DU	4½x6¼	32.4	L		F	Zen	V	Wau	Spl			B-Li			7	Spic	Math		W												
Federal WL		Cont L-4	4½x5½	32.4	L	Own	F	Zen	V	Phar	Eis	Rm	B.B.	Own	A	4	Spic	Math	Tim 1630B	W	Tim 6666	F	10.33	61	Gem	36x5	40x5†	Smi	Fir		7000	157
Garford 80	4200	Buda YTU	4½x6	32.4	L	Own	F	Strm	G	Sim	Spl		Own		A	4	Spic	Per	Tim 1632B	W	Tim 6666	F	10.33	59.5	Ros	36x5	36x5†	Smi			7850	16?
Gotfredson 80	4175	Buda YBU	4½x6	32.4	L	MeC	F	Zen	V		Bos		B-L	B-Li 55	A	4	Spic	Am	Tim 1632B	W	Tim 6666	F	10.33	55.3	Gem	34x5	36x12	Day			8400	160
Gramm-Pioneer 40		Hin HA200	4½x5½	32.4	L	Own	F	Strm	G	Hin	Eis	NE	Own	Own	A	4	Own	Per	Shel	W	Shel W31	½	10.25	50.6	Ros	36x5	36x5†	Smi			7980	156
Hurlburt C	4150	Buda YTU	4½x6	32.4	L	Own	FS	Zen	G	Sim	Eis			B-Li	Full H	A	4	Spic	Per	Tim 1730	W	Tim 6666	F	8.8	49.9	Ros	36x5	36x6†	Wau			7300	170
Kimball AM	4835	Wis VAU	4½x6	32.4	L	Flex	F	Zen	V		Spl			B-Li	B-Li 50	A	4	Pet	US	Tim 1630-B	W	Tim 6666	F	8.75	46.81	Ros	36x6	40x7†		Fir		8100	Op
Kimball AE	4960	Wis RAU	4¾x6	36.1	L	Flex	F	Zen	V		Spl			B-Li	B-Li 50	A	4	Pet	US	Tim 1630-B	W	Tim 6666	F	8.75	46.81	Ros	36x6	40x7†	Smi	Fir		8150	Op
Kissel Heavy Duty	3675	Own 14000	4¼x5½	28.9	L	MeC	S	Strm	V	Pier	Eis			W-G1				Spic	Shel		W		½	11.7	58.6	Ros	36x5	36x12	Sm			7200	168
Maccar M2		Wis VAU	4½x6	32.4	L	Own	F	S-Z	V	Pier	Eis	Bos	B-Li	B-Li 55		U	4	Spic	Mer	Tim 1632B	W	Tim 6666	F	8.75	46.8	Ros	36x5‡	36x6†	Day			7300	174
Netco		Hin 200	4½x5½	32.4				Zen					B-Li	B-Li 55		7			Shul	I	Wis	½			Gem	36x5‡	36x10‡	Opt				170
Oshkosh	5400	Wau	5 x6¼	40				Zen		Wau	Spl			Full		U	4	Bld		Own		Own	F	7.9	47.4	Lav	36x8‡	36x10‡				8350	146
Perfection E-4½	4500	Cont B5	4¾x6	36.1	L	Mod	FS	Zen	V	Mon	Eis		B.B.	Full H	A	4	Spic	Stan	Cont 1803	R	Huck 50		9.25		Lav	36x5	40x14	Own			8250	
Pierce Arrow WC	4600	Own	4½x6¾	32.4	T	Own	F	Strm	P		Del		Own	Own	A	4	Spic	SP		W	Own	½	8.			36x5	46x6				8420	162
Republic 20		Cont L-4	4½x5½	32.4	L	Own	F	Strm	V	Phar	Bos		Full	Full	U	4	Spic	Math	Torb	I	Torb	D	10.	49.25	Jac	36x5‡	36x10‡	Smi	Fir		6700	165
Rowe HW	4500	Wis UAU	4¼x6	28.9	L	Bus	F	Zen	G	Han	Bos		B-Li	B-Li 55	U	4	Spic	Shel	Shel 4FA20	W	Snel W-32	½	10.25	55	Ros	36x5	36x12	Hoo			6370	158½
Schacht	4400	Wis VAU	4½x6	32.4	L	Own	F	Zen	G	Dup	Bos		B.B.	Own	A	4	Spic	Nat	Own	W	Own	F	11.66	55.4	Own	36x5	40x6†	StM			7800	168
Service 81		Buda YBU-I	4½x6	32.4	L	Lng	F	Strm	V		Eis		B.B.	B-Li 60	A	4	M-E	Shel	Tim 1632 B	W	Tim 6666	F	7.8	41.66	Ros	36x5	36x10	Stn			7900	173
Union H		Wis VAU	4½x6	32.4	L	GO	F	Sheb	G	Dup	Eis	LN	Full	Full H	U	4	UP	Math	Shui 650	I	Torb E-1	D	10.25	49.2	Jac	36x6	36x10	Smi	Gdy		7700	174
§Union HW		Wis VAU	4½x6	32.4	L	GO	F	Sheb	G	Dup	Eis	LN	Full	Full HUI	A	4	UP	Math	Shui 650	R	Walk 5A		10.5	63	Jac	36x6	40x12	Smi	Gdy		7750	174
U. S., S	4075	Hin 200	4½x5½	32.4	L	Lng	F	Strm	V	Hin	Eis	Opt	B-Li	B-Li 50	A	4	Opt	Shel	Shel 4FA20	W	Shel W-32	½	10.25	49.6	Lav	36x5	36x5†	Sch			7600	168
Wichita O	3500	Wau DU	4½x6¼	32.4	L	E-M	F	Strm	G	Wau	Bos	Own	Own	Own	A	4	Ther	Det	Shel	W	Shel W-30	½	Opt	Opt	Ros	36x5	36x5†	Smi			6500	165
Witt-Will A	4600	Cont B5	4¾x6	36.1	L	Own	FS	Zen			Eis		B-Li	B-Li 60	A	4	Spic	Shel	Tim 1730B	W	Tim 6760	F	10.25	53.30	Ros	36x6	40x6†	Day			9500	172

5 Ton

Acason M	4350	Wau EC	5 x6¼	40		L		FS	Zen	V	Wau	Bos		Det	Cott S	A	4	Bld	Det	Tim 1730-B	W	Tim 6760	F	10.25	53.3	Ros	36x6	40x6†	Smi	Opt		8970	187
Acme 125		Cont B-5	4¾x6	36.1	L	GO	FS	Rayf	V	Dup	Eis	Del	B.B.	Cott T	A	4	Bld	Det	Tim 1730B	W	Tim 6760	F	11.66	60.63	Ros	36x6	40x6†	Smi			8976	180
American-LaFrance 5R	5500	Own	4¾x6	36	1		s	FS	Strm	G	Own	Spl	Wes	Own	Own	A	4	Own	Mer	Own	W	Own		10.	54.5	Own	36x6	40x6†	Day				165*
Atterbury 8E	4975	Cont B-2	4¾x6	36.			Own	F	Zen	V	Con	Eis		B-Li	B-Li 60	A	4	Spic	SP	Tim 1730B	W	Tim 6760	F	11.6	62.38	Gem	36x6	40x7†	Stn			9496	167
Atterbury 8E-LWB	5125	Cont B-2	4¾x6	36.			Own	F	Zen	V	Con	Eis		B-Li	B-Li 60	A	4	Spic	SP	Tim 1730B	W	Tim 6760	F	11.6	62.38	Gem	36x6	40x7†	Stn			9816	192
Autocar L	4800	Own	4¼x5½	28.9	L	Own	S	Strm	G	Phar	Bos		Own	Own	A	4	Spic	Del	Own	R	Own	F	9.89	72.1	Ros	34x6	36x12	Hoo			7400	156
Autocar M	4650	Own	4¼x5½	28.9	L	Own	S	Strm	G	Phar	Bos		Own	Own	A	4	Spic	Del	Own	R	Own	F	9.89	72.1	Ros	34x6	36x12	Hoo			7200	120
Available H5	5375	Her T-3	5 x6	40		L	Chic	FS	Strm	V	Pier	Bos		B-Li	B-Li 60	A	4	M-E	Tut	Tim	W	Tim 6760	F	11.3	60.65	Ros	36x6	40x12	Smi			9500	190
Brockway T6		Cont B-7	5 x6	36.1	L	Bus	F	Strm	V	Phar	Eis			B-Li	B-Li 60	A	4	Spic	Mer	Tim 1730B	W	Tim 6760	F	10.25	54.8	Gem	36x6	40x14†	Smi			8800	174
§Chicago 50		Her MU-3	4½x5½	32.4	L	Bre	F	Zen	G	Sim	Bos			B-Li	B-Li 55	A	4	Pet	Math	Tim 1730	R	Huck 50	F	10.33	63.1	Gem	36x6	40x6†	Opt			8500	163
Clinton 120L	4990	Buda BTU	5 x6½	40		L	Own	F	Zen	V	Han	RBo		B-Li	B-Li 60	A	4	M-E	Row	Tim 1732 B	W	Tim 6760	F	8.80	47.1	Ros	36x6‡	36x7†	StM			9400	204
Clydesdale 4		Cont B-5	4¾x6	36.1	L	Own	F	Zen	V	Own	Bos			B-Li	B-Li 60	A	4	Spic	Stan	Tim 1630B	W	Tim 6666	F	10.3	55.3	Ros	36x6	40x6†					177
Corbitt AA	4500	Cont B-5	4¾x6	36.1	L	MeC	F	Strm	V	Sim	Eis			B-Li	B-Li 60	A	4	Spic	Shel	Shel 4FA20	W	Shel W-51	½	13.00	62.92	Ros	36x6	40x6†	Smi			9410	178
Day-Elder EN		Cont B-5	4¾x6	36		L	Bus	F	Zen	V	Mon	Eis		B-Li	B-Li 60	A	4	Spic	Shel	Tim 1732B	W	Tim 6760	F	10.25	54.84	Gem	36x5	40x6†	Smi	Fir		8800	170
Denby 210	4750	Cont B-5	4¾x6	36.1	L	Lng	F	Zen	G	Sim	Eis			Full	Full H	A	4	Spic	Det		I	Clark	D	12.5	62.7	Ros	36x6	40x6†	Cla	Fir		8590	170
Diamond T S		Hin-Class B	4¾x6	36.1	L	GO	F	Strm	V	Own	Bos			B-Li	B-Li 60	A	4	Spic	Math	Tim 1732B	W	Tim 6760	F	11.66	56.43	Gem	36x6	40x6†				8750	180
Dixon	4490	Cont L-4	4½x5½	32.4	L	GO	FS	Zen	G	Pier	Bos			Full	Full HUI	U	4	Hart	SP	Tim 1632B	W	Tim 6666	F	Opt	Opt	Ros	36x5	36x12	Smi			7800	160
D-Olt B-5	4850	Mid 400	4½x6	32.4	H	Own	F	Zen	V	Sim	RBo			B-Li	B-Li 60	A	4	Spic	SP	Tim 1730	W	Tim 6560		11.23	69	Ros	36x6	40x12	Smi			8600	168
Fageol	5700	Wau DU	4½x6¼	32.4	L		F	Zen	V	Wau	Spl			B-Li			7	Spic	Math		W		F	8.4	89	Ros	36x6	40x6†	Stn			8300	172
Federal X-2		Cont B-5	4¾x6	36.1	L	Own	F	Zen	V	Phar	Eis	Rm	B.B.	W-Gr	A	4	Spic	Math	Tim 1630B	W	Tim 6760	F	10.25	60	Gem	36x6	40x6†				8700	163
Garford 68 D	5000	Buda BTU	5 x6½	40		L	Own	F	Strm	G	Sim	Spl		Own	Own	A	4	Spic	Per	Tim 2-B	W	Tim 6760	F	8.8		Ros	36x6	40x6†	Smi			9350	162
§Gary M	4650	Buda BTU	5 x6½	40		L	Chic	F	Zen	V	McC	Eis		B-Li	B-Li	A	4	Spic	Math	Tim 1720-B	W	Tim 6760	F	11.66	56.4	Ros	36x6	40x12	Day			9250	182
G.M.C K-101A		Own	4½x6	32.4	L	Own	F	Mar	G	Own	Sim	Opt	Own	Own	A	7	Own		Tim 1630B	W	Tim 6760	F	10	86	Own	36x5	40x6†	Day			8755	163
G.M.C. K-101B		Own	4½x6	32.4	L	Own	F	Mar	G	Own	Sim	Opt	Own	Own	A	7	Own		Tim 1630B	W	Tim 6760	F	10	86	Own	36x5	40x6†	Day			9120	187
Gotfredson 100	4775	Buda BTU	5x 6½	40		L	MeC	F	Zen	V	Phar	Bos		B-Li	B-Li 60	A	4	Spic	Am	Tim 1732-B	W	Tim 6760	F	10.25	54.8	Gem	36x6	40x14	Day			9700	166
Gramm-Pioneer 50-60		Cont	4¾x6	36.1	L	Own	F	Strm	G	Con	Eis	NE	Own	Own	A	4	Own	Per	Shel	W	Shel W-51	½	10.5	62	Ros	36x6	40x6†	Smi			9700	168
International 103	3985	Own	4¼x5	28.9	H	Own	FS	Own	G	Own	RBo	Own	Own	Own	A	4	Own	Shel	Own	I	Own	D	11	69.9	Own	36x5	40x14	Own			7580	160
Jumbo 50		Buda YTU	4½x6	32.4	L	Own	F	Zen	G	Sim	Eis			Full	Full HUI	U	4	Spic	SP	Stn 507	I	Clark5 D	D	12.5	60	Jac	36x6‡	40x12‡		Fir		8070	165
Kearns TF	4700	Wis VAU	4½x6	32.4	L	Bus	F	Zen	G	Dup	RBo			Full	Full H-1	A	4	Pet	Shel	Shel 4FA 20	W	Shel W51	½	10.75	64.5	Ros	36x6	40x12	Van			8200	
Kimball AF	5160	Wis RAU	4¾x6	36.1	L	Flex	F	Zen	V		Spl			B-Li	B-Li 60	A	4	Pet	US	Tim 1630B	W	Tim 6730 F	F	8.75	46.81	Ros	36x6	40x7†	Smi	Fir		8800	Op
King Zeitler	4525	Cont B5	4¾x6	36.1	L	Chic	F	Strm	G	Phar	Eis	Bos		B-Li	B-Li 60	A	4	Pick	Mar	Tim 1732	W	Tim 6760	F	11.66	62.38	Lav	36x7	40x14	Bim	Fir		8600	168
Kleiber	5300	Cont B-5	4¾x6	36.1	L	R-T	F	Strm	V		RBo			B-Li	B-Li 60	A	4	Spic	Bet	Tim 1730	W	Tim 6760	F	10.33	54.8	Ros	36x6‡	40x14‡	Smi			10400	185
Luedinghaus		Wau EU	5 x6¼	40		L	Own	F	Zen			Spl		B-Li	B-Li 60	A	4	Spic			W	Tim	F	11.66		Ros	36x6‡	40x6†				9500	160*
Maccar G1		Wis RBU	5 x6	40		L	Own	F	S-Z	V	Pier	Eis	Bos	B-Li	B-Li 60	A	4	Spic	Mer	Tim 1732B	W	Tim 6760	F	10.2	54.8	Ros	36x6‡	40x6†	Day			8975	186
Mack AC	5500	Own AC	5 x6	40		L	Own	S	Zen	G	Own	Spl		Own	Own	J	4	Spic	Mer	Own	C	Own	D	8.31	53.31	Own	36x6	40x6†				9400	Op
Master 61		Buda YBU	4½x6	32.4	L	Chic	F	Zen	V	Pier	Eis			Full	Full	A	4	Spic	Det	Tim 1630	W	Tim 6760	F	Opt	Opt	Ros	36x5	40x12	Smi			8200	158
Menominee J3	4850	Wis RAU	4¾x6	36.1	L	Own	FS	Strm	G	Mon	Eis	Opt	Det	Cott S	A	4	Spic	Tut	Cont	W	Tim	F	11.6	61.43	Ros	36x6	40x12	Smi	Fir		8250	160
Moreland RX	4600	Cont B-2	4¾x6	36.1	L	Own	F	Strm	V	Con	Spl			Own	Own 22H670	A	5	Pet	US	Tim 1630B	W	Tim 6666	F	8.75	52.67	Ros	36x6	40x6	Smi			8180	192
National OA		Wau EU	5 x6¼	40		L	US	F	Zen	G	Wau	Eis		HS	B-Li 60	A	4	Spic	Math	Tim 1730B	W	Tim 6760	F	10.25	54.8	Ros	36x6	40x6†	Smi			9500	164
Nelson & LeMoon G		Cont B-2	4¾x6	36.1	L	Chic	F	Strm	G	Con	Bos	Pos	B-Li	B-Li 60	A	4	Own	GC	Tim 1730	W	Tim 6766	F	11.66		Ros	36x6	40x6†	StM			8000	Op
Ogden G		Cont B-2	4¾x6	36.1	L	Chic	F	Zen	G	Con	Spl		B-Li		A	4	M-E	Tut		I			10.33		Ros	36x6	40x12	Wal			8600	175
Old Reliable D	4500	Wis RAU	4¾x6	36.1	L	Chic	F	Strm	V	Phar	Apo		Own	B-Li 60	A	4	Pet	Shel	Shel 4FA20	W	Shel W-51	½	10.25	54.8	Ros	36x6	40x6†	Sch			8000	165
Oneida E	4725	Hin 1600	4½x5½	33.5	H	Mod	F	Strm	V	Hin	Apo		Full		A	4	Pet	Math		W		F	11.66	70	Ros	36x6	40x12	Smi			9400	180
Parker M20	5250	Wis RBU	5 x6	40		L	Own	F	Strm	V	Sim	Eis	Wes	B-Li	Full H	A	4	Bld	Tut	Shul 650	W	Tim 6760	F	10.25	51.1	Ros	36x6	40x6†	Smi			8400	160
Perfection EA	4500	Cont B5	4¾x6	36.1	L	Mod	FS	Zen	V	Mon	Eis		B.B.	Full H	A	4	Spic	Stan	Cont 1803	R	Huck 50		9.25		Lav	36x6	40x14	Own			8250	
Pierce Arrow WD	4700	Own	4½x6¾	32.4	T	Own	F	Strm	P		Del		Own	Own	A	4	Spic	SP		W	Own	½	8.			36x6‡	36x7†				8420	162

For full name and address of manufacturer and information regarding complete line see page 43

TRADE NAME AND MODEL	Chassis Price	ENGINE DETAILS: Make and Model Number (4 cylinder unless otherwise noted.)	Bore and Stroke	N.A.C.C. Horsepower	Valve Arrange't	Radiator (Make)	Lubrication	Carburetor	Fuel Feed	Governor (Make)	Ignition System	Engine Starter	Clutch (Make)	GEARSET: Make and Model Number	Location	Speeds	Universal (Make)	Springs (Make)	FRONT AXLE and Model Number	REAR AXLE: Final Drive	Make and Model Number	Type	Total Gear Reduction in High	Total Gear Reduction in Low	Steering Gear (Make)	TIRES, WHEELS, RIMS: *Pneumatic †Dual ‡Solid — Front	Rear	Wheels (Make)	Rim Equipment	Chassis Weight (Stripped)	Wheelbase
5 Ton—Con'd																															
Rowe FW	4850	Wis VAU	4½x6	32.4	L	Bus	F	Zen	G	Han	Bos	.....	B-Li	B-Li 60	A	4	Spic	Shel	Shel 5A30	W	Shel W-51	½	10.25	40.7	Ros	36x6	40x6†	Smi	.....	8300	169
Sandow L	....	Cont B-5	4½x5½	32.4	L	Chic	FS	Strm	G	Mon	Bos	.....	B-Li	B-Li 60	A	4	Spic	....	Tim 1730	W	Tim 6760	...	11	46.6	Ros	.....	.....	.....	.....	7800	175
Sanford W50	....	Cont B-7	5 x6	36.1	L	Own	F	Strm	G	Phar	Con	Dy	Full	Full H-1	A	4	Spic	Shel	Shel 4FA20	W	Shel 51	½	10.75	52.03	Ros	36x6	40x14	Van	Fir	9250	174
Schacht	4600	Wis VAU	4½x6	32.4	L	Own	F	Zen	G	Dup	Bos	.....	B.B.	Own	A	4	Spic	Shel	Own	W	Own	F	14	66.5	Own	36x5	40x7†	StM	.....	8200	168
Selden Unit 90	4950	Cont B-5	4¾x6	36.1	L	Lng	F	Strm	G	Phar	Eis	.....	Det	B-Li 60	A	4	Spic	SP	Tim 1730B	W	Tim 6760	F	10.25	55	Gem	36x6	40x12	Stn	.....	9650	164
Selden 73	4475	Cont B-5	4¾x6	36.1	L	Lng	F	Strm	G	Phar	Eis	.....	Det	B-Li 55	A	4	Spic	SP	Tim 1630B	W	Tim 6666	F	8.75	52	Gem	36x5	36x10	Stn	.....	7720	168
Signal R	....	Cont B-5	4¾x6	36.1	L	Lng	FS	Strm	G	Sim	Eis	.....	B-Li	.....	A	4	Spic	Det	.....	W	.....	F	11.6	56.43	Ros	36x6	40x12	Smi	Gdy	9500	180
Sterling Worm	5400	Own	5 x6¼	40	L	Own	F	Zen	V	Wau	Eis	.....	H-S	Own	A	3	Spic	Math	Tim 1732B	W	Tim 6760	F	8.8	40	Ros	36x6	40x6†	Hoo	.....	9325	168
Sterling-ChainEHD	6000	Own	5 x6¼	40	L	Own	F	Zen	V	Wau	Eis	.....	H-S	Own	A	6	M-E	Math	Tim 1732B	C	Own	D	7.26	44	Ros	36x6	40x6†	Smi	.....	9825	174
Sterling-Chain ELD	5490	Own	4½x6¼	32.4	L	Own	F	Zen	V	Wau	Eis	.....	H-S	Own	A	6	M-E	Math	Tim 1632B	C	Own	D	7.7	47	Ros	36x5	40x10	Hoo	.....	8000	174
Super Truck 100	4600	Wis	4¾x6	36.1	L	Chic	F	Zen	G	Sim	Spl	.....	Full	Full H	A	4	Spic	Shel	Shel 4FA20	W	Shel W-51	½	10.25	49.2	Ros	40x5	40x6†	Smi	.....	8500	164
Transport 75	....	Buda YTU	4½x6	32.4	L	Mod	F	Zen	G	Dup	Eis	Opt	B.B.	Cott RU	U	4	Bld	Det	Shul 610	I	Clark 3D	D	10	52	Jac	36x5	36x12	Mot	.....	7600	170
Traylor F	4700	Buda YTU	4½x6	32.4	L	GO	F	Zen	G	Sim	Bos	.....	B-Li	B-Li 60	A	4	Spic	Mer	Shel 4FA20	W	Shel W-32	½	10.2	55	Ros	36x6	40x6†	Smi	.....	8800	170
Ultimate D	5500	Buda BTU	5 x6½	40	L	Own	F	Strm	G	Pier	Eis	Bos	B-Li	B-Li 60	A	4	Spic	Shel	.....	W	Shel W-51	½	8.75	46.8	Ros	36x6	40x14	Smi	.....	8600	180
U. S., S. Special	4500	Hin HA230	4½x5½	32.4	L	Lng	F	Strm	V	Hin	Eis	Opt	B-Li	B-Li 55	A	4	Opt	Shel	.....	W	Shel	½	11.75	62.9	Lav	36x6	40x6†	Smi	.....	7500	168
Ward La France A	4890	.....	5 x6¼	40	L	Own	F	Strm	G	.....	Bos	.....	B-Li	B-Li 60	A	4	Spic	Row	Tim 1730B	W	Tim 6760	F	8.8	47.08	Ros	36x6	40x6†	Smi	.....	9300	164
White 45	4500	Own GR	4¼x5¾	28.9	L	.....	F	Zen	V	Own	.....	.....	Own	Own	U	4	Own	....	Own	R	Own	F	11.7	48.26	Own	36x6	40x6†	.....	.....	8100	174
Wilcox F	4350	Buda	4¾x6½	36.1	L	.....	S	Strm	V	Dup	Bos	.....	Own	.....	A	4	Spic	Shel	.....	R	.....	½	10.25	56.58	Own	36x5	40x12	Smi	.....	9000	162
Witt Will A	4500	Cont B5	4¾x6	36.1	L	Own	FS	Zen	...	.....	Eis	.....	B-Li	B-Li 60	A	4	Spic	Shel	Tim 1730B	W	Tim 6760	F	10.25	53.3	Ros	36x6	40x6†	Day	.....	9500	172
5½, 6 and 7 Ton																															
Autocar L	4800	Own	4¼x5½	28.9	L	Own	S	Strm	G	Phar	Bos	.....	Own	Own	A	4	Spic	Del	Own	R	Own	F	9.89	72.1	Ros	34x6	36x12	Hoo	.....	7400	156
Autocar M	4650	Own	4¼x5½	28.9	L	Own	S	Strm	G	Phar	Bos	.....	Own	Own	A	4	Spic	Del	Own	R	Own	F	9.89	72.1	Ros	34x6	36x12	Hoo	.....	7200	120
Clinton 120S	4990	Buda BTU	5 x6½	40	L	Own	F	Zen	V	Han	....	.....	B-Li	B-Li 60	A	4	M-E	Per	Tim 1732 B	W	Tim 6760	F	11.66	62.4	Ros	36x6‡	40x7†	StM	.....	9400	180
Clydesdale 2	....	Cont B-5	4¾x6	36.1	L	Own	F	Zen	V	Own	Bos	.....	B-Li	B-Li 60	A	4	Spic	Stan	Tim 1730B	W	Tim 6760	F	11.6	62.5	Ros	36x7	40x7†	.....	.....	....	176
Garford 151 A-5	5750	Buda BTU	5 x6½	40	L	Own	F	Strm	G	Sim	Spl	.....	Own	Own	J	4	Spic	Per	Tim 1732B	C	Own	D	11.44	.....	Ros	36x6	40x6†	.....	.....	10100	162
Gramm-Bernstein 50-60	....	Cont	4¾x6	36.1	L	Own	F	Strm	G	Con	Eis	NE	Own	Own	A	4	Own	Per	Shel	...	Shel W51	½	10.5	62.	Ros	36x6	40x6†	Smi	.....	9700	168
Hurlburt E-E	4850	Buda ATU	4¾x6½	36.1	L	.....	..	.....	..	Sim	Eis	.....	.....	.....	A	4	.....	.....	.....	W	Tim 6760	F	10.25	.....	.....	36x6	40x6	.....	.....	9965	Op
Kelly-Springfield K-61	....	Own	4½x6½	32.4	T	Lng	F	Zen	G	Pier	Eis	Opt	B.B.	B-Li 60	A	4	Pet	Per	Own	I	Clark 5H	D	11.6	61.8	Gem	36x6	36x7†	Cla	.....	9025	156
Mack AC6½	5750	Own AC	5 x6	40	L	Own	S	Zen	G	Own	Spl	.....	Own	Own	J	4	Spic	Mer	Own	C	Own	D	8.95	57.41	Own	36x6	40x12	.....	.....	9500	Op
Mack AC7½	6000	Own AC	5 x6	40	L	Own	S	Zen	G	Own	Spl	.....	Own	Own	J	4	Spic	Mer	Own	C	Own	D	10.5	67.38	Own	36x7	40x7†	.....	.....	9900	Op
Master 64	....	Buda ATU	4¾x6½	36.1	L	Chic	F	Zen	V	Pier	Eis	.....	Full	Full	A	4	Spic	Det	Tim 1730B	W	Tim 6760	F	Opt	Opt	Ros	36x6	40x14	Smi	.....	9800	170
Old Reliable L	6000	Wau P	4¾x6¾	36.1	L	Chic	S	Strm	G	Wau	Bos	.....	Own	Own	J	4	Pet	Shel	Cont 2005	C	Own	D	10.07	50.65	Ros	36x6	40x7†	Sch	.....	10250	Op
Pierce Arrow RF-7½	5200	Own	4½x6¾	32.4	T	Own	F	Strm	P	.....	Del	.....	Own	Own	A	4	Spic	SP	.....	W	Own	½	10.	.....	.....	36x6‡	40x8†	.....	.....	9540	168
Pierce Arrow RE	5100	Own	4½x6¾	32.4	T	Own	F	Strm	P	.....	Del	.....	Own	Own	A	4	Spic	SP	.....	W	Own	½	10.	.....	.....	36x6‡	40x7†	.....	.....	9540	168
Rainier R-27	5100	Cont B-5	4¾x6	36.1	L	EM	F	Zen	V	Pier	Eis	.....	B-Li	B-Li 60	A	4	Spic	SP	Tim 1632B	W	Tim 6760	F	13.66	73.08	Ros	36x6	40x6†	Smi	.....	9000	170
Saurer 5 AD	....	Own	4 31/32x7 3/32	....	L	Own	F	Own	G	Own	.....	.....	Own	Own	U	4	Own	Own	Own	B	Own	F	7.87	50	Own	40x6‡	40x7†	Own	.....	7500	Op
Service 103	....	Buda YBU	4½x6	32.4	L	Lng	F	Strm	V	.....	Eis	.....	B.B.	B-Li 60	A	4	M-E	Shel	Tim 1732B	W	Tim 6760	F	10.25	54.8	Ros	36x6	40x12	Stn	.....	9150	173
Standard 5-7	....	Cont B-5	4¾x6	36.1	L	Lng	F	Strm	V	Sim	Eis	.....	B-Li	B-Li 60 Max-Spd	A	7	Spic	Am	Tim 1730	W	Tim 6760	F	6.86	3.6	Gem	36x6	40x14	Day	.....	8700	165
Sterling 7½-Chain	6500	Own	5 x6¼	40	L	Own	F	Zen	V	Wau	Eis	.....	H-S	Own	A	6	M-E	Math	Tim 1732B	C	Own	D	7.26	44	Ros	36x6	40x7†	Smi	.....	10575	174
U. S. T	5000	Buda ATU	4¾x6½	36.1	L	Lng	F	Strm	V	Sim	Eis	Opt	B-Li	B-Li 60	A	4	Opt	Shel	Shel 4FA20	W	Shel W-51	½	10.25	54.8	Lav	36x6	40x6†	Smi	.....	9700	172
Gasoline Tractor-Trucks																															
Federal Light Duty	....	Cont K-4	4½x5¼	27.2	L	Own	F	Zen	V	Phar	Eis	Rm	B.B.	DG	A	4	Spic	....	Own	W	Tim 6560	F	8.5	50.15	Gem	36x4	36x4†	.....	.....	5000	125
Federal Heavy Duty	....	Cont L-4	4½x5½	32.4	L	Own	F	Zen	V	Phar	Fis	Rm	B.B.	W-Gr	A	4	Spic	.....	Tim 1630B	W	Tim 6666	F	10.33	59.8	Gem	36x5	36x5†	.....	.....	6700	121
G. M. C. K-41T-5 Ton	....	Own	4 x5½	25.6	L	Own	F	Mar	G	Own	Sim	Opt	Own	Own	U	7	Own	.....	Tim 1542B	W	Tim 6560	F	8.5	57.5	Own	36x4	36x8	Bet	.....	5520	127
G. M. C. K-71T-10 Ton	....	Own	4½x6	32.4	L	Own	F	Mar	G	Own	Sim	Opt	Own	Own	A	7	Own	.....	Tim 1630B	W	Tim 6666	F	10.33	88.83	Own	36x5	40x12	Own	.....	8120	138
G.M.C. K-101T-15 Ton	....	Own	4½x6	32.4	L	Own	F	Mar	G	Own	Sim	Opt	Own	Own	A	7	Own	.....	Tim 1630B	W	Tim 6760	F	11.67	100.4	Own	36x5	40x14	Own	.....	8880	138
Harvey WFT	3050	Buda ETU	4¼x5½	28.9	L	Own	F	Strm	G	McC	Eis	.....	Full	B-Li 50	A	4	Spic	Bea	Shel D-370	W	Shel W-21	½	9.5	45.9	Ros	36x5	36x10	Smi	.....	7030	125
Harvey WHT	4050	Buda YTU	4½x6	32.4	L	Own	F	Strm	G	McC	Eis	.....	Full	B-Li 60	A	4	Spic	Bea	Shel 4FA20	W	Shel W-32	½	10.2	54.7	Ros	36x6	36x12	Smi	.....	8900	125
International 62 3 Ton	....	Own	4¼x5	28.9	H	Own	FS	Ens	G	Own	Spl	Own	Own	.....	A	4	Own	.....	.....	I	.....	D	9	47.8	Own	.....	.....	Own	.....	.....	122
International 102 5 Ton	....	Own	4¼x5	28.9	H	Own	FS	Ens	G	Own	Spl	Own	Own	.....	A	4	Own	.....	.....	I	.....	D	11	58.4	Own	.....	.....	Own	.....	.....	122
Mack AB 5-Ton	3400	Own AB	4¼x5	28.9	L	Own	S	Zen	G	Own	Spl	.....	Own	Own	J	4	Spic	Mer	Own	C	Own	D	10.53	51.07	Own	36x4	36x4†	.....	.....	5200	122
Mack AC 7-Ton	4950	Own AC	5 x6	40	L	Own	S	Zen	G	Own	Spl	.....	Own	Own	J	4	Spic	Mer	Own	C	Own	D	9.69	62.20	Own	36x5	40x5†	.....	.....	8700	128
Mack AC 10-Ton	5500	Own AC	5 x6	40	L	Own	S	Zen	G	Own	Spl	.....	Own	Own	J	4	Spic	Mer	Own	C	Own	D	10.5	67.38	Own	36x6	40x6†	.....	.....	9150	128
Mack AC 13-Ton	5750	Own AC	5 x6	40	L	Own	S	Zen	G	Own	Spl	.....	Own	Own	J	4	Spic	Mer	Own	C	Own	D	11.58	74.29	Own	36x6	40x12	.....	.....	9175	128
Mack AC 15-Ton	6000	Own AC	5 x6	40	L	Own	S	Zen	G	Own	Spl	.....	Own	Own	J	4	Spic	Mer	Own	C	Own	D	12.92	82.92	Own	36x7	40x7†	.....	.....	9500	128
Pierce Arrow XB	....	Own	4 x5½	25.6	T	Own	F	Strm	P	.....	Del	.....	Own	Own	A	4	Spic	SP	.....	W	Own	½	9.66	.....	.....	36x5	36x5†	.....	.....	6280	118
Pierce Arrow WD	....	Own	4½x6¾	32.4	T	Own	F	Strm	P	.....	Del	.....	Own	Own	A	4	Spic	SP	.....	W	Own	½	8	.....	.....	36x6	36x6†	.....	.....	8490	118
Pierce Arrow RF	....	Own	4½x6¾	32.4	T	Own	F	Strm	P	.....	Del	.....	Own	Own	A	4	Spic	SP	.....	W	Own	½	10	.....	.....	36x6	36x6†	.....	.....	9540	118
Saurer	6500	Own	4 31/32x7 3/32	....	L	Own	F	Own	G	Own	.....	.....	Own	Own	U	4	Own	Own	Own	B	Own	F	7.87	50	Own	40x6‡	40x7†	Own	.....	7500	Op
Walter F	....	Own DU	4½x6¼	32.4	L	Own	F	Zen	V	Own	Wes	NE	M-E	Own	...	5	Own	.....	Own	...	Own	F	8.5	85	Ros	40x7	40x8	Day	8500	Op	...
Walter FL	....	Own FY	4 x5¾	25.6	L	Own	F	Strm	V	Own	Wes	N-E	.....	Own	...	5	Own	.....	Own	...	Own	F	8.5	85	Ros	40x6	40x8	Day	.....	7700	Op
Walter FR	....	Own DY	4½x6¾	32.4	L	Own	F	Zen	V	Own	Wes	N-E	.....	Own	...	5	Own	.....	Own	...	Own	F	8.5	85	Ros	40x8	40x7†	Day	.....	9200	Op

Manufacturers and Models Included in Specifications on Preceding Pages

Also Manufacturers of Buses as Listed in the Bus Table

Truck Manufacturers Who Distribute Nationally

Note: This grouping of the manufacturers has been made from the best information at hand. Manufacturers are invited to furnish us with further information in relation to their distribution which will enable us to make this grouping as correct as possible.

Acme—1, 2, 3, 3½, 4½, 6¼—Acme Motor Truck Co., Cadillac, Mich.
American-LaFrance—2½, 3½, 5—American-LaFrance Fire Engine Co., Inc., Elmira, N. Y.
Armleder—1, 1½, 2½, 3½—O. Armleder Motor Truck Co., Cincinnati, Ohio.
Atterbury—1½, 2½, 3½, 5—Atterbury Motor Car Co., Buffalo, N. Y.
Autocar—1, 1¼, 1½, 2, 2½, 3, 4, 5 to 7—Autocar Co., Ardmore, Pa.
Bessemer—1, 1½, 2½, 4—Bessemer Motor Truck Co., Grove City, Pa.
Bethlehem—1, 2, 3—Bethlehem Motors Corp., Allentown, Pa.
Brockway—¾, 1½, 2½, 3½, 5—Brockway Motor Truck Co., Cortland, N. Y.
C. T.—1, 1½, 2, 3½, 5—Commercial Truck Co., Philadelphia, Pa.
Chevrolet—½, 1—Chevrolet Motor Truck Co. of Mich., Flint, Mich.
Clydesdale—1¼, 2½, 3½, 5, 7—Clydesdale Motor Truck Co., Clyde, Ohio.
Commerce—¾, 1½, 2½—Commerce Motor Truck Co., Ypsilanti, Mich.
Day-Elder—1, 1½, 2, 2½, 3½, 5—Day-Elder Motors Corp., Newark, N. J.
Defiance—1¼, 1½, 2, 3—Defiance Motor Truck Co., Defiance, Ohio
Diamond T—¾, 1¼, 1½, 2½, 3½, 5—Diamond T Motor Car Co., Chicago, Ill.
Dodge—¾—Dodge Bros., Detroit, Mich.
Duplex—1, 1½, 2, 3½—Duplex Truck Co., Lansing, Mich.
Double Drive—3—Double Drive Truck Co., Benton Harbor, Mich.
F. W. D.—3—Four-Wheel Drive Auto Co., Clintonville, Wis.
Fageol—2, 3, 4, 5—Fageol Motors Co., Oakland, Cal.
Federal—¾, 1, 1½, 2, 3½, 5, T.T.—Federal Motor Truck Co., Detroit, Mich.
Fifth Avenue—Fifth Avenue Coach Co., New York City.
Ford—1—Ford Motor Co., Highland Park, Mich.
Front Drive—1½—Double Drive Truck Co., Benton Harbor, Mich.
G. M. C.—1, 2½, 3½, 5—General Motors Truck Co., Pontiac, Mich.
Garford—1, 1½, 2½, 4, 5, 7½—Garford Motor Truck Co., Lima, Ohio.
Gary—1, 2, 2½, 3½, 5—Gary Motor Corp., Gary, Ind.
Graham—1, 1½—Graham Brothers, Evansville, Ind.
Gramm-Bernstein—1, 1¼, 1½, 2, 2½, 3½, 4, 5—Gramm-Bernstein Motor Truck Co., Lima, Ohio.
Gray—¾, 1—Gray Motor Corp., Detroit, Mich.
Indiana—1, 1½, 2, 2½, 3½, 5—Indiana Truck Corp., Marion, Ind.
International—¾, 1, 2½, 3½—International Harvester Co. of America, Chicago, Ill.
Kelland—½, ¾, 1—Kelland Motor Car Co., Newark, N. J.
Kelly-Springfield—1½, 2½, 3½, 6—Kelly-Springfield Motor Truck Co., Springfield, Ohio.
Kissel—1, 1½, 2½, 4—Kissel Motor Car Co., Hartford, Wis.
Krebs—1, 1½, 2½, 3½—Krebs Motor Truck Co., Bellevue, Ohio.
Lansden—¾, 1, 2, 3½, 5, 6—Lansden Company, Danbury, Conn.
Larrabee-Deyo—1, 1½, 2½, 3½—Larrabee-Deyo Motor Truck Co., Inc., Binghamton, N. Y.
Maccar—1¼, 1½, 2, 3, 4, 5—Maccar Truck Co., Scranton, Pa.
Mack—1½, 2, 2½, 3½, 5, 6½, 7½, T.T.—Mack Motors, Inc., New York, N. Y.
Mason Road King—1½—Durant Motors, Inc., Long Island City, N. Y.
Maxwell—1½—Maxwell Motor Co., Inc., Detroit, Mich.
Menominee—1, 1¼, 1½, 2, 3½, 5—Menominee Motor Truck Co., Clintonville, Wis.
Nash—1, 2—Nash Motors Co., Kenosha, Wis.
Northway—2, 3½—Northway Motors Corp., Natick, Mass.
O. B.—1, 2, 3, 5—O. B. Electric Vehicles, Inc., Long Island City, N. Y.
Oshkosh—2, 2½, 4—Oshkosh Motor Truck Mfg. Co., Oshkosh, Wis.
Overland—½—Willys-Overland Co., Toledo, Ohio.
Patriot—1, 2, 3—Patriot Mfg. Co., Havelock, Neb.
Penn—1, 2—Penn Motors Corp., Philadelphia, Pa.
Pierce-Arrow—2, 3, 4, 5, 6, 7½, T.T.—Pierce-Arrow Motor Car Co., Buffalo, N. Y.
Reo—1¼—Reo Motor Car Co., Lansing, Mich.
Republic—1¼, 2, 3, 4—Republic Motor Truck Co., Inc., Alma, Mich.
Rowe—2, 2½, 3, 4, 5—Rowe Motor Mfg. Co., Lancaster, Pa.
Ruggles—¾, 1¼, 1½, 2, 2½—Ruggles Motor Truck Co., Saginaw, Mich.
Schacht—1½, 2, 2½, 3, 4, 5—G. A. Schacht Motor Truck Co., Cincinnati, Ohio.
Selden—1½, 2½, 3½, 5—Selden Truck Corp., Rochester, N. Y.
Service—1¼, 1½, 3, 3½, 4—Service Motor Truck Co., Wabash, Ind.
Signal—1, 1½, 2½, 3½, 5—Signal Truck Corp., Detroit, Mich.
Standard—1¼, 1½, 2½, 3½, 5—Standard Motor Truck Co., Detroit, Mich.
Sterling—1½, 2, 2½, 3½, 5, 7½—Sterling Motor Truck Co., Milwaukee, Wis.
Stewart—1, 1¼, 1½, 2, 2½, 3½—Stewart Motor Corp., Buffalo, N. Y.
Transport—1, 1½, 2, 3½, 5—Transport Truck Co., Mt. Pleasant, Mich.
Traylor—1½, 2, 3, 5—Traylor Eng. & Mfg. Co., Cornwells, Pa.
United—1, 1½, 2, 2½, 3, 3½—United Motor Products Co., Grand Rapids, Mich.
Walker—½, 1, 2, 3½, 5—Walker Vehicle Co., Chicago, Ill.
Ward—750 lb. to 7 Ton—Ward Motor Vehicle Co., Mt. Vernon, N. Y.
White—¾, 2, 3½, 5—White Co., Cleveland, Ohio.
Yellow Cab—¾, 1¼—Yellow Cab Mfg. Co., Chicago, Ill.

Truck Manufacturers Who Distribute Locally

Acason—2, 3, 4, 5—The Acason Corp., Detroit, Mich.
Ace—1½, 3—American Motor Truck Co., Newark, Ohio (receiver).
Available—1½, 2, 2½, 3½, 5—Available Truck Co., Chicago, Ill.
Betz—1, 2½—Betz Motor Truck Co., Hammond, Ind.
Brinton—1½, 2½—Brinton Motor Truck Co., Philadelphia, Pa.
Buffalo—2, 3—Buffalo Truck and Tractor Corp., Clarence, N. Y. (receiver).
Casco—1—Casco Motors, Inc., Sanford, Me.
Chicago—1½, 2½, 3½, 5—Chicago Motor Truck, Inc., Chicago, Ill.
Clinton—1¼, 2, 3, 4, 5 to 7—Clinton Motors Corp., Reading, Pa.
Columbia—1½, 2½, 3—Columbia Motor Truck Co., Pontiac, Mich.
Concord—1, 2, 2½, 3—Abbott-Downing Truck & Body Co., Concord, N. H.
Corbitt—¾, 1, 1½, 2, 2½, 3, 4, 5—Corbitt Motor Truck Co., Henderson, N. C.
De Martini—1½, 2, 3, 4—De Martini Motor Truck Co., San Francisco, Cal.
Diehl—1, 1½—Diehl Motor Truck Works, Philadelphia, Pa.
Dixon—1½, 2, 2½, 3½—Dixon Motor Truck Co., Altoona, Pa.
D-Olt—1, 1½, 2, 2½, 5—D-Olt Motor Truck Co., Inc., Long Island City, N. Y.
Dorris—1, 2, 3½—Dorris Motor Car Co., St. Louis, Mo.
Eagle—1¼, 2—Eagle Motor Truck Corp., St. Louis, Mo.
Fulton—1, 2—Fulton Motors Corp., Farmingdale, N. Y.
G. W. W.—1½, 2—Wilson Truck Mfg. Co., Henderson, Iowa.
Gotfredson—1, 1½, 2½, 4, 5—Gotfredson Truck Corp., Ltd., Walkerville, Ont.
Grass Premier—1, 1½, 2, 2½, 3½—Grass Premier Truck Co., Sauk City, Wis.
Guilder—1½, 2, 3—Guilder Engineering Co., Poughkeepsie, N. Y.
Harvey—2, 2½, 3½, 6, 10—Harvey Motor Truck Co., Harvey, Ill.
Hawkeye—1, 1½, 2, 3½—Hawkeye Truck Co., Sioux City, Iowa.
Hug—1½, 2—The Hug Co., Highland, Ill.
Hurlburt—1½, 2½, 3½, 5, 7—Harrisburg Mfg. & Boiler Co., Harrisburg, Pa.
Independent—1, 1½, 2½—Independent Motor Truck Co., Inc., Davenport, Ia.
Jumbo—1½, 2, 2½, 3, 3½, 5—Nelson Brothers Co., Saginaw, Mich.
Kalamazoo—Kalamazoo Motor Corp., Kalamazoo, Mich.
Kankakee—2½—Kankakee Motor Truck Co., Kankakee, Ill.
Kearns—1, 1½, 2, 3½, 5—Kearns-Dughie Motors Co., Danville, Pa.
Kenworth—1½, 2½, 3½—Kenworth Motor Truck Corp., Seattle, Wash.
Kimball—2, 2½, 4, 5—Kimball Motors Corp., Los Angeles, Cal.
King Zeitler—¾, 1, 1½, 2½, 3½, 5—King Zeitler Co., Chicago, Ill.
Kleiber—1½, 2½, 3½, 5—Kleiber Motor Truck Co., San Francisco, Cal.
Lange—2½, 3½—Lange Motor Truck Co., Pittsburgh, Pa.
Luedinghaus—1, 1½, 2½, 3½, 5—Luedinghaus-Espenschied Wagon Co., St. Louis, Mo.
Master—1¼, 1½, 2½, 3½, 5, 5½—Master Motor Truck Mfg. Co., Chicago, Ill.
Moreland—1, 1½, 2, 3, 5—Moreland Motor Truck Co., Burbank, Cal.
National—1, 1½, 2½, 3½, 5—National Steel Car Corp., Ltd., Hamilton, Ont., Canada.
Nelson-LeMoon—1, 1½, 2½, 3½, 5—Nelson & LeMoon, Chicago, Ill.
Netco—2, 2½, 3, 4—New England Truck Co., Fitchburg, Mass.
Noble—1, 1½, 2, 2½, 3½—Noble Motor Truck Co., Kendallville, Ind.
Ogden—1, 1½, 2½, 3¼, 5—Ogden Truck Co., Chicago, Ill.
O. K.—1, 1½, 2, 2½, 3½—Nolan Truck Co., Okay, Okla.
Old Reliable—2½, 3½, 5, 6—Old Reliable Motor Truck Co., Chicago, Ill.
Olympic—2½—Olympic Motor Truck Co., Tacoma, Wash.
Oneida—2, 2½, 3½, 5—Oneida Motor Truck Co., Green Bay, Wis.
Parker—1, 1½, 3, 3½, 5—Parker Motor Truck Co., Milwaukee, Wis.
Perfection—¾, 1¼, 2, 3, 4½, 5—Perfection Truck Co., Minneapolis, Minn.
Philadelphia Motor Coach—Phila. Motor Coach Co., Phila., Pa.
Pioneer—1—Pioneer Truck Co., Chicago, Ill.
Pittsburgher—2, 3, 3½—Pittsburgh Truck Mfg. Co., Pittsburgh, Pa.
Power—1½, 2½, 3½—Power Truck & Tractor Co., St. Louis, Mo.
Rainier—¾, 1, 1½, 2, 2½, 3½, 5—Rainier Motor Corp., Long Island City, N. Y.
Red Ball—3—Red Ball Transit Co., Indianapolis, Ind.
Rumely—1½—Advance Rumely Thresher Co., Laporte, Ind.
Sandow—1, 1½, 2, 2½, 3½, 5—Moses & Morris Motors Corp., Chicago Heights, Ill.
Sanford—1, 1½, 2½, 3½, 5—Sanford Motor Co., Syracuse, N. Y.
Saurer—6½, T.T.—Adolph Saurer, Inc., New York, N. Y.
Steinmetz—Steinmetz Electric Motor Car Corp., Arlington, Baltimore, Md.
Stoughton—1¼, 1½, 2, 3—Stoughton Wagon Co., Stoughton, Wis.
Super Truck—2½, 5—O'Connell Motor Truck Co., Waukegan, Ill.
Traffic—1½, 2, 3—Traffic Motor Truck Corp., St. Louis, Mo.
Triangle—1, 1½, 2, 2½—Triangle Motor Truck Co., St. Johns, Mich.
Twin City—2, 2½—Minneapolis Steel & Machinery Co., Minneapolis, Minn.
Ultimate—1½, 2, 2½, 3, 5—Vreeland Motor Co., Inc., Newark, N. J.
Union—2½, 4—Union Motor Truck Co., Bay City, Mich.
U. S.—1¼, 1½, 2½, 3, 4, 5—United States Motor Truck Co., Cincinnati, Ohio.
Wachusett—1, 1½, 2, 2½—Wachusett Motors, Inc., Fitchburg, Mass.
Walker Johnson—1, 2½—Walker Johnson Truck Co., Woburn, Mass.
Walter—T.T.—Walter Truck Co., Long Island City, N. Y.
Ward La France—2½, 3½, 5—Walker Motors, Inc., New York, N. Y.
Wichita—1, 2, 3, 4—Wichita Falls Motor Co., Wichita Falls, Texas.
Wilcox—1, 1½, 2½, 3½, 5—Wilcox Trux, Inc., Minneapolis, Minn.
Witt-Will—1½, 2, 2½, 3, 4—Witt-Will Co., Inc., Washington, D. C.

DETAILED MOTOR

This Table Comprises Motor Bus Chassis Which Are Designed

For Other Chassis Which Are Recommended and Adaptable for Bus Use See Models

Line Number	MAKE AND MODEL	GENERAL								ENGINE								ELECTRICAL SYSTEM					NORMAL SPEED	
		Seating Capacity	Chassis Price	Weights			Wheelbase	Tread		Make and Model	Number of Cylinders Bore and Stroke	Rated Horse Power N.A.C.C.	Valve Arrangement	Oiling System	Radiator Make	Fuel System		Ignition System Make	Generator and Starter Make	Battery			High W. P. H.	Low M. P. H.
				Chassis Only	Chassis with Body	Recommended Body Allowance		Front	Rear							Carburetor Make	Fuel Feed			Make	Model	Voltage and Amp. Hr. Cap.		
1	Acme K	30	....	5900	9900	3000	200	58½	74	Cont 6B	6–3¾x5	33.7	L	PC	Own	Zen	V	Eis	Del	Wil	SJRT4	6–111	30	5.7
2	Bridgeport 45	30	3850	5500	.....	....	178	60	72	Buda EBU	4–4¼x5½	28.9	L	PC	.....	Zen	V	Eis	Bos	Wil	.....	6–120	....	....
3	Brockway EB	20	....	3200	.....	.....	156	56	56	Wisc SU	4–4 x5	25.6	I	PC	.....	Zen	V	Spl	L-N	Exi	.....	6–105	....	....
4	Brockway J3	25	....	5400	9280	2880	185	56½	71	Cont 6B	6–3¾x5	33.7	L	PC	.....	Zen	V	Spl	L-N	Exi	.....	12–220	25	5.0
5	Day-Elder 20	20	....	5200	.....	2500	168	56	58	Cont K4	4–4⅛x5¼	27.2	L	FP	Bus	Zen	V	Eis	Bos	Wil	SJRT6	6–153	35	10.0
6	Day-Elder 25	25	....	5600	.....	3000	180	58	58½	Buda EBU	4–4½x5½	28.9	L	PC	Bus	Zen	V	Eis	Bos	Wil	SJRT6	6–153	35	7.0
7	Day-Elder 30	30	....	6000	.....	3500	192	68½	74	Cont 6T	4–3⅝x5¼	31.5	L	PC	Bus	Zen	V	Eis	Bos	Wil	SJRT6	6–153	35	7.0
8	Duplex AB	23	....	4400	.....	....	160	56	62	Hink HAA	4–4 x5¼	25.6	L	PC	.....	Str	V	Wes	Wes	Pol	.....	6–34	....	....
9	Fageol	22	5375	.....	8700	....	218	70	71	HaS 50	4–4¼x5½	28.9	I	PC	Lon	Zen	V	Del	Del	Exi	.....	12–	35	6.0
10	Fageol	29	5825	.....	9600	....	218	70	76½	HaS 75	6–4¼x5½	43.0	I	PC	Lon	Zen	V	Del	Del	Exi	.....	12–	30	7.0
11	Federal	18	....	4200	.....	1800	160	56	59½	Cont 6M	4–3⅜x4½	27.3	L	PC	Lon	Zen	V	Eis	Rem	Exi	3LXRE	6–185	35	7.0
12	Federal	25	....	5450	.....	2500	190	60	60	Cont 6B	4–3¾x5	33.7	L	PC	Mod	Zen	V	Eis	Rem	Exi	3LXRE	6–185	35	6.0
13	Fifth Ave. J	29	6900	5660	8235	2575	172	68¼	71¼	Yell EZ	4–4 x6	25.6	X	PC	Own	Zen	V	Eis	N-E	Wil	STRM27	12–90	30	7.5
14	Fifth Ave. L	51	8860	5670	.....	....	174¾	67	77½	Yell EZ	4–4 x6	25.6	X	PC	Own	Zen	G	Eis	N-E	Wil	STRN27	12–90	....	....
15	Garford 51D	29	4350	6500	9900	3400	187	68	75¾	Buda YBU	4–4½x6	32.4	L	PC	Own	Str	V	Spl	Rem	Wil	STRN6	6–190	35	5.0
16	Garford 726	25	3750	4800	7800	3000	168	56	65½	Buda EBU	4–4¼x5½	28.9	L	PC	Own	Str	V	Spl	Rem	Wil	STRN6	6–190	35	5.4
17	Guilder 30	30	4500	5600	8800	3000	191	64	70	Own 30	4–4¼x5½	....	L	FP	G&O	Zen	V	Eis	L-N	Wil	SJRT28	12–104	30	5.0
18	International 33	18	....	....	.....	....	150	56	56½	Own 33	4–4¾x5	22.5	I	Sp	.....	Own	G	Bos	Rem	Pol	.....	6–100	19	....
19	International 53	29	....	....	.....	....	190	64½	65	Own 53	4–4¼x5	28.9	I	Sp	.....	Own	V	Bos	Rem	Pol	.....	6–200	34	....
20	Kissel	18	5200	5200	7780	2400	202	64½	66	Own 4–36	4–4½x5½	28.9	L	Sp	Spa	Str	V	Bos	Rem	Wil	SJRT6	6–153	40	....
21	Mack AB	25	4435	6075	9075	3000	195	58½	60¼	Own AB	4–4¼x5	28.9	L	PC	Own	Zen	V	Spl	L-N	Exi	6LXRE13	12–120	33	8.0
22	Master	30	....	6000	9500	3500	194	59	59	Buda EBU	4–4¼x5½	28.9	L	PC	Chi	Zen	V	Eis	Wes	Wil	.....	12–	25	5.0
23	Menominee T	16	2600	3850	3850	....	175	56	56	Wisc Y	6–3⅜x5	....	L	....	.....	Zen	V	Bos	Bos	Wil	.....	6–	38	....
24	Menominee DB	25	4400	5900	9100	3200	186	68	73	Wisc TAU	4–4 x6	25.6	L	PC	Own	Zen	V	Eis	Bos	Wil	SJR4	6–125	32	6.0
25	Moreland RC	16	2280	3850	5850	2000	180	56	57¼	Herc O	4–4 x5	25.6	L	PC	Own	Zen	V	Spl	A-L	Hob	6HTXR15A	6–140	25	....
26	Moreland EC	20	3780	4590	7590	3000	178	61	58	Cont K4	4–4⅛x5¼	27.3	L	FP	Own	Str	V	Spl	Spl	Hob	6HTXR15A	6–140	25	....
27	Moreland AC	25	4700	5660	9160	3500	187	68	69	Cont L4	4–4½x5½	32.5	L	FP	Own	Str	V	Spl	Spl	Hob	6HTXR15A	6–140	25	....
28	Parker B23B	16	1400	2700	4600	1900	131	58	58	Buda WTU	4–3¾x5⅛	22.5	L	PC	Own	Zen	V	Wes	Wes	Glo	611	6–80	35	9.0
29	Parker E24B	18	2500	3600	5800	2300	150	58	58	Wisc SU	4–4 x5	25.6	I	PC	Own	Str	V	Wes	Wes	Glo	611	6–80	40	10.0
30	Phila. Motor Coach P	65	6500	8750	14650	5900	216	72	75	Own P	6–4 x6	38.4	I	FP	G&O	Zen	V	N-E	N-E	Exi	6MVE13	12–180	25	....
31	Reo W	21	....	....	.....	....	176	56	57	Own W	6–3 1/16x5	24.3	I	PC	.....	.....	.....	.....	Own	.....	.....	.....	.....	.....
32	Selden 52	30	....	7200	10200	3000	195	68	74	Cont L4	4–4¼x5½	32.4	L	FP	Lon	Str	V	Bos	N-E	Pol	615KPN	12–	25	6.2
33	Selden	....	....	7200	10200	3000	195	68	74	Cont 6B	4–3¾x5	33.8	L	PC	Lon	Zen	V	Eis	N-E	Pol	615KPN	12–300	25	6.2
34	Ultimate BU	30	5600	.....	.....	....	198	66½	69	Buda YBU	4–4½x6	32.4	L	PC	.....	Str	V	Eis	N-E	Wes	.....	12–378	....	....
35	White 50A	25	4950	5395	.....	....	198	58½	67⅜	Own 50A	4–4¼x5¾	28.9	L	FP	.....	Zen	V	.....	L-N	Opt	.....	12–	....	....
36	Yellow Coach Z	67	....	.....	.....	....	192	71	73½	R&VKni	4–4 x6	25.6	X	PC	.....	Zen	V	.....	.....	.....	.....	.....	.....	.....

*—Pneumatic
†—Dual Pneumatic
‡—Solid
§—Dual Solid
A-K—Atwater-Kent
A-L—Auto-Lite
Arc—Archibald
B&B—Ball & Beck
Bim—Bimel
B-L—Brown-Lipe
Bud—Budd
Buda—Buda
Blo—Blood
Bos—Bosch
Bus—Bush
Cla—Clark
Col—Columbia
Cont—Continental
D—Multiple Dry Disk
Day—Dayton
Del—Delco
E-D—External Driveshaft
Dtl—Detlaff
E-R—External Rear Wheel
Eis—Eisemann
Ell—Elliott
Exi—Exide
F—Full Floating
½—½ Floating
Fli—Flint
Ful—Fuller
FP—Full Pressure to all Bearings, including wrist pins
G—Gravity
Glo—Globe
Gem—Gemmer
G&O—G & O
Hob—Hobbs
Hink—Hinkley
HaS—Hall Scott
Herc—Hercules
I—In Head
Ig—Internal Gear
I-F—Internal Four Wheels
Ind—Indestructible
I-R—Internal Rear Wheels
Joh—Johnson
Kel—Kells

ELECTRIC COM

Name and Model Number	Total Weight Resting on Four Tires	Chassis Weight—Exclusive of Battery	Minimum Load Capacity	Maximum Load Capacity	Chassis Price	Maximum Speed	Location of Battery	Mileage Per Charge	Motor	Controller	Speeds Forward	Drive	Rear Axle	Springs	Front Tires	Rear Tires	Steering Gear	Wheelbase	Per Cent of Weight on Rear Wheels
Autocar E 1F	.....	.....	.....	.....	2400	.....	.....	.....	G-E	G-E	...	R	Own	Row	34x4	34x5	Ross	107	60
Autocar E 2F	.....	.....	.....	.....	2800	.....	.....	.....	G-E	G-E	...	R	Own	Row	34x5	34x6	Ross	120	60
Autocar E 2H	.....	.....	.....	.....	3200	.....	.....	.....	G-E	G-E	...	R	Own	Row	34x5	36x8	Ross	128	60
Autocar E 4Y	.....	.....	.....	.....	4000	.....	.....	.....	G-E	G-E	...	R	Own	Row	34x6	36x6†	Ross	138	60
Autocar E 5M	.....	.....	.....	.....	4300	.....	.....	.....	G-E	G-E	...	R	Own	Row	36x7	36x7†	Ross	138	60
C-T D-1	5400	2200	.....	.....	.....	14	A	55	G-E	Own	4	Own	Flot	Shel	36x3	36x3½	W	100	69
C-T B-1.5	6100	2300	.....	.....	.....	14	A	60	G-E	Own	4	Own	Flot	Shel	36x3	36x4	W	91⅝	65
C-T D-1.5	6200	2300	.....	.....	.....	14	A	60	G-E	Own	4	Own	Flot	Shel	36x3	36x4	W	116	71
C-T B-2	7300	2400	.....	.....	.....	14	A	50	G-E	Own	4	Own	Flot	Shel	36x3½	36x5	W	101	66
C-T D-2	7300	2400	.....	.....	.....	14	A	50	G-E	Own	4	Own	Flot	Shel	36x3½	36x5	W	124	70
C-T B-4	11750	4000	.....	.....	.....	12	A	50	G-E	Own	4	Own	Flot	Shel	36x4	36x4†	W	116	68
C-T C-6	14400	4300	.....	.....	.....	10	A	45	G-E	Own	4	I	D	Shel	36x4	36x4†	W	122	70
C-T C-7	16900	5000	.....	.....	.....	10	A	45	G-E	Own	4	I	D	Shel	36x5	36x5†	W	126	65
C-T A-7	17700	5800	.....	.....	.....	11	A	45	G-E	Own	4	I	D	Shel	36x6	36x4†	W	122	60
C-T A-10	22250	6500	.....	.....	.....	10	A	45	G-E	Own	4	I	D	Shel	36x7	36x5†	W	132	59
Kelland AT	5850	1950	1000	1500	.....	15	S	50	G-E	G-E	4	R	Flot	Mer	34x3	34x3	Ross	102	60
Kelland BT	6950	2050	1500	2000	.....	15	S	50	G-E	G-E	4	R	Flot	Mer	34x3½	34x3½	Ross	102	60
Kelland CT	7050	2150	2000	2500	.....	15	S	50	G-E	G-E	4	R	Flot	Mer	34x3½	34x4	Ross	102	60
Kelland AH	6400	2500	1000	1500	.....	15	A	45	G-E	G-E	4	C	D	Mer	36x3	36x3	Hin	106	60
Kelland BH	7500	2600	1500	2000	.....	15	A	45	G-E	G-E	4	C	D	Mer	36x3½	36x3½	Hin	106	60
Kelland CH	7600	2700	2000	2500	.....	15	A	45	G-E	G-E	4	C	D	Mer	36x3½	36x4	Hin	106	60
Kelland ATS	6100	2200	1000	1500	.....	15	H&S	50	G-E	G-E	4	R	Flot	Mer	34x3	34x3	Ross	102	60
Kelland BTS	7200	2300	1500	2000	.....	15	H&S	50	G-E	G-E	4	R	Flot	Mer	34x3½	34x3½	Ross	102	60
Kelland CTS	7300	2400	2000	2500	.....	15	H&S	50	G-E	G-E	4	R	Flot	Mer	34x3½	34x4	Ross	114	60
Lansden Century	.....	1700	.....	1250	1600	15	S	50	G-E	Own	4	R	Flot	SP	32x4½	32x4½	Lav	108	50
Lansden Century	.....	1950	.....	2000	1850	15	S	50	G-E	Own	4	R	Flot	SP	33x5	33x5	Lav	112	50
Lansden Marathon	.....	2900	.....	2000	1850	12	A	50	G-E	Own	4	C	D	SP	36x3½	36x4	.....	108	60
Lansden Marathon	.....	4400	.....	4000	2250	11	A	50	G-E	Own	4	C	D	SP	36x4	36x3½†	.....	120	60

BUS SPECIFICATIONS

and Sold Exclusively for Passenger Transportation

Having Sign (§) in the "COMMERCIAL CAR SPECIFICATIONS"

Line Number	TRANSMISSION: Clutch Type and Make	Gearset Make and Model	Gearset Location	Gearset Number of Forward Speeds	Universal Make	REAR AXLE: Make and Model	Final Drive	Type	Gear Ratio: Total in High	Gear Ratio: Total in Low	Service Brake Type & Location	Front Axle Make and Model	MISCELLANEOUS: Steering Gear Make	Tires (in.): Front	Tires (in.): Rear	Wheels—Make	Rims—Make	DIMENSIONS (in.): Floor Height	Turning Radius	Overall: Length	Overall: Width	Clearance from Ground
1	P. B. & B.	Cot RU	U	4	Blo	Tim 6511	Wo	F	6.0	35.3	I-R	Tim 1540B	Ros	36x6[4]	36x6†	Bud	Fir	27	38	312	90	5
2	D. B. L.	B. L. 50	U	4	Spi	Tim 6560	Wo	F	6.7	.....	I-R	She Spec	Ros	36x6[4]	36x6†	Bud	.....	31½	.....	.....	.....	.....
3	D. B. L.	B. L. 50	U	4	Spi	Col 52001	SP	F	5.1	.....	E-R	Col 5000S	Gem	30x5[4]	32x6[4]	Ind	Fir	28½	.....	.....	.....	.....
4	D. B. L.	B. L. 55	U	4	Spi	Cla 3D	Ig	F	7.0	.....	E-D	Shu 610B	Gem	36x6[4]	36x6†	Sew	Fir	27½	31⅜	295¼	84	10
5	D. B. L.	B. L. 35	U	3	Spi	Tim 6460	Wo	½	6.0	20.2	I-R	Col 7018	Gem	36x6[4]	38x7*	Van	Fir	32	30	237	70½	11
6	D. B. L.	B. L. 51	U	4	Spi	Tim 6560	Wo	F	6.8	36.4	I-R	Col 8513	Gem	36x6[4]	40x8*	Van	Fir	32	30	260	75½	11
7	D. B. L.	B. L. 51	U	4	Spi	Tim 6511S	Wo	F	6.8	36.4	I-R	Shu 610	Gem	36x6*	36x6*	Van	Fir	25	27	271½	90	6½
8	D. B. L.	B. L.	U	4	Pet	She W103	Wo	½	6.5	.....	I-R	.....	Ros	35x5[4]	38x7[4]	Mot	.....	31½	.....	.....	.....	.....
9	D. B. L.	B. L. 50	U	4	Spi	Tim 6511	Wo	F	4.6	19.7	I-F	Tim 1524	Ros	36x6*	38x7	Bud	.....	19¾	38	306	84	7½
10	D. B. L.	B. L. 50	U	....	Spi	Tim 6511	Wo	F	4.6	19.7	I-R	Tim 4550	Ros	38x7*	36x6†	Bud	.....	19¾	38	312	89	7½
11	P. B. & B.	Own	S	4	Spi	Tim 6460	Wo	½	6.5	32.5	-R	Own	Gem	35x5*	34x7*	Smi	Fir	28	28	245	.....	10
12	P. B. & B.	Det R400	S	4	Spi	Tim 6560	Wo	F	6.7	39.8	.....	Own	Gem	36x6*	36x8*	Smi	Fir	30	28	266⅜	.....	10
13	P. Own	Own J	S	4	Sne	Tim 6412	Wo	½	5.4	21.6	I-R	Tim 1523	Ros	34x5	34x7	Own	.....	32	29½	277	87½	7
14	P. Own	Own L	S	4	Sne	Own L	Ig	½	6.6	.....	E-D	Own L	Ros	36x5‡	36x5§	Own	.....	18	.....	.....	.....	.....
15	D. Own	Own 51D	S	4	Spi	Tim 6511G	Wo	F	5.4	.....	I-R	Tim 1550	Ros	36x6*	36x6†	Day	Fir	28¼	30	295	91	7
16	D. Own	Own 726	S	4	Spi	Tim 6560	Wo	F	5.4	.....	I-F	.....	Ros	32x6[4]	32x6†	Bud	Fir	32	30	236	78½	7½
17	D. B. L.	B. L. 51	U	4	M-E	Wis 65C	R	..	5.8	.....	E-D	Shu 5550B	Ros	36x6	36x6†	Bud	.....	26	70	300	83	11
18	D. Own	Own 33	U	3	Own	Own 33	Ig	F	.....	.....	I-R	.....	Own	36x4	36x6	Own	.....	.....	.....	.....	.....	.....
19	D. Own	Own 53	U	4	Own	Own 53	Ig	F	.....	.....	I-F	.....	Own	36x6*	36x6†	Bud	.....	34½	.....	.....	.....	.....
20	D. B. L.	B. L. 35	U	4	Spi	Wis 60B	R	..	5.8	19.0	-R	Shu 610	Ros	34x7*	34x7*	Whi	Gdy	24	.....	252	76	8
21	D. Own	Own AB	U	4	Spi	Own AB	R	F	5.8	19.3	I-R	Own AB	Own	32x6*	32x6[4]	Bud	.....	25¼	37½	300	88	6½
22	D. Ful	Ful GU7	U	4	Spi	Wal 25A	R	F	7.6	37.0	-R	Shu 610	Ros	36x6	40x8	StM	Fir	26	33½	.....	.....	.....
23	D. Det	Cot AU	U	3	Spi	Col 52000	SP	F	.....	.....	E-F	.....	Lav	32x6[4]	32x6†	Whi	.....	23½	.....	.....	.....	.....
24	D. B. L.	Cot AU	U	4	Spi	Wis 120K	R	½	6.1	32.0	I-R	Tim 1550	Ros	36x6*	36x6†	Ind	Fir	23	30	256	86	10
25	D. B. L.	B. L. 30	U	3	Pet	Tim 5512	Wo	½	5.5	22.0	E-R	Tim 1250	Ros	32x6	32x6	Own	Gdy	23½	.....	.....	.....	7
26	D. B. L.	B. L. 51	U	4	Pet	Tim 6410	Wo	½	6.0	32.1	I-R	Tim 1550	Ros	34x5[4]	34x5†	Bud	.....	24½	.....	.....	.....	8½
27	D. B. L.	B. L. 51	U	4	Pet	Tim 6511	Wo	F	6.0	32.1	I-R	Tim 1550	Ros	36x6*	36x6†	Bud	.....	25½	.....	.....	.....	9
28	D. Ful	Ful SU2	U	3	.....	Fli 72BA	Be	F	5.5	22.0	-R	Fli 72BA80	Lav	32x6*	32x6*	Whi	Fir	30	21	204	66	10
29	D. Ful	Ful SU2	U	3	Blo	Fli 72BA	Be	F	4.9	20.0	E-R	Con 600	Lav	32x6[4]	32x6*	Whi	Fir	28	25	218	66	10
30	D. B. L.	B. L. 60	U	4	Spi	Atl LC-IR	Ig	D	7.0	28.0	-R	Shu 650B	Ros	34x6‡	34x6†	Ind	.....	20⅛	25	333⅜	90	8
31	Own	Own W	S	3	.....	Own W	Be	½	5.7	.....	.....	Own W	.....	.....	.....	.....	.....	22	.....	.....	.....	8
32	D. B. L.	B. L.	S	4	Spi	Tim	Wo	F	7.7	31.0	I-R	Tim	Gem	36x5	36x5	Arc	Fir	29⅛	33	309	91	7
33	D. B. L.	B. L.	S	4	Spi	Tim	Wo	F	7.7	31.0	-R	Tim	Gem	36x5	36x5	Arc	Fir	29⅛	33	309	91	7
34	D. B. L.	B. L.	U	4	Spi	Tim 6511A	Wo	½	6.5	.....	I-R	.....	Ros	36x6[4]	36x6†	Bud						
35	Own	Own 50A	U	4	Spi	Own 50A	R	½	5.6	23.3	-R	Own 50A	Own	36x6	36x6†	Bud	Fir	28¼	36	274¾	81⅜	9 1/32
36	P. Own	Own 2	S	4	.....	Own Z	Wo	½	6.2	.....	I-F	.....	Own	34x5†	34x5§	.....	.....	.....	.....	.....	.....	.....

Sne—Snead
L—L-Head
Lav—Lavine
L-N—Leece Neville
Lon—Long
M&E—Merchant & Evans
McC—McCord
Mot—Motor Wheel Corp.
N-E—North-East
NP—No Provision
Opt—Optional
P—Single Plate
U—Unit with Engine
Pet—Peters
PC—Pressure to all Crankshaft & connecting Rod Bearings—Splash to other parts
Pol—Prest-O-Lite
R—Double Reduction
Ros—Ross
Rem——Remy
R&V—R & V Knight
Sew—Sewell
Zen—Zenith
SP—Spiral Bevel
S—Separate Unit
Spi—Spicer
She—Sheldon
Spa—Sparton
StM—St. Marys
Shu—Shuler
Str—Stromberg
Sp—Splash
Tim—Timken
Van—Van Motor Wheels
V—Vacuum
Wal—Walker
Whi——Whitcomb
Wes—Westinghouse
Wil—Willard
Wisc
Wis
—Wisconsin
Wo—Worm
X—Sleeve Valve

MERCIAL CARS

Name and Model Number	Total Weight Resting on Four Tires	Chassis Weight—Exclusive of Battery	Minimum Load Capacity	Maximum Load Capacity	Chassis Price	Maximum Speed	Location of Battery	Mileage Per Charge	Motor	Controller	Speeds Forward	Drive	Rear Axle	Springs	Front Tires	Rear Tires	Steering Gear	Wheelbase	Per Cent of Weight on Rear Wheels
Lansden ME	.....	5700	.....	7000	2950	10	A	45	G-E	Own	4	C	D	SP	36x5	36x5†	.....	133	60
Lansden MF	.....	7500	.....	10000	3350	9	A	40	G-E	Own	4	C	D	SP	36x6	36x6†	.....	146	60
O. B. A	.....	.....	.....	.....	2175	14	.....	.....	G-E	Own	...	C	D	.....	36x3½	36x4	Own	103	.....
O. B. B	.....	.....	.....	.....	2650	13	.....	.....	G-E	Own	...	C	D	.....	36x4	36x3½†	Own	107	.....
O. B. C	.....	.....	.....	.....	3750	11	.....	.....	G-E	Own	...	C	D	.....	36x5	36x4 †	Own	135	.....
O. B. D	.....	.....	.....	.....	3950	10	.....	.....	G-E	Own	..	C	D	.....	36x6	36x5 †	Own	143	.....
Steinmetz 10	.....	2000	.....	.....	.....	16	H&S	52	Diehl	Own	4	R	Russ	Shel	32x4½	32x4½	Lav	106	60
Steinmetz 15	.....	2300	.....	.....	.....	16	H&S	55	Diehl	Own	4	R	Russ	Shel	33x5	33x5	Lav	114	60
Walker 12	.....	1900	.....	1000	.....	15	.....	50	G-E	West	4	...	Tim	Det	32x3	32x3½	Ross	104	66
Walker 15	.....	2600	.....	1500	.....	15	.....	50	West	West	5	Own	Own	Math	34x3	36x3½	Ross	94	66
Walker 22	.....	2800	.....	2000	.....	14	.....	50	West	West	5	Own	Own	Math	34x3½	36x4	Ross	101	66
Walker 42	.....	3800	.....	4000	.....	13	.....	50	West	West	5	Own	Own	Math	36x4	36x6	Ross	114	66
Walker P	.....	5600	.....	7000	.....	11	.....	40	West	West	5	Own	Own	Math	36x5	38x5†	Ross	131	66
Walker N	.....	6400	.....	10000	.....	10	.....	40	West	West	5	Own	Own	Math	36x6	38x6†	Ross	141	66
Walter HD	6800	2300	.....	2000	2200	16	A	60	Diehl	G-E	5	B	.....	.....	32x3½	32x4	Ross	98	60
Walter EN	13200	4400	.....	5000	3100	15	A	50	G-E	G-E	5	Own	D	.....	36x4	36x7	Gem	114	60
Walter EL	16800	5000	.....	7000	3700	13½	A	50	G-E	G-E	5	Own	D	.....	36x5	36x4	Gem	132	60
Walter ES	23600	7200	.....	11000	4500	12	A	50	G-E	G-E	5	Own	D	.....	36x6	40x6	Ross	150	70
Walter ER	28400	7500	.....	15000	4800	11	A	50	G-E	G-E	5	Own	D	.....	36x7	40x7	Ross	150	70
Ward A211	4500	1650	550	1150	.....	15	S	75	G-E	Own	4	W	Shel	Shel	32x4*	33x4½*	Own	88	56
Ward B-222	6000	2300	800	1700	.....	14	S	84	G-E	Own	4	W	Shel	Shel	32x3½*	32x4*	Own	91	62
Ward C-211	8000	2670	1650	2850	.....	13	S	65	G-E	Own	4	W	Shel	Shel	32x3½*	34x5*	Own	96	64
Ward E-211	12000	3570	4500	5400	.....	12½	S	56½	G-E	Own	4	W	Shel	Shel	34x4*	36x6*	Own	108	65
Ward E-111	12000	4170	4000	5000	.....	12½	A	45	G-E	G-E	4	W	Shel	Shel	34x4*	36x6*	Own	108	65
Ward G-111	16000	5200	5850	7050	.....	11	A	44	G-E	G-E	5	W	Shel	Shel	36x5*	36x8*	Own	120	68
Ward J-111	22500	7350	8850	10500	.....	10	A	39½	G-E	G-E	5	W	Shel	Shel	36x6*	36x10*	Own	132	70
Ward M-111	31000	9600	13500	15750	.....	9	A	36	G-E	G-E	5	W	Shel	Shel	36x7*	40x14*	Own	146	71

NOTE: Battery Equipment on all above makes is at the option of the purchaser. Battery Location Abbreviations: A-amidships; H-under hood; and S-under seat.

Replacement Table—Corrected Monthly

Including Piston Ring Sizes, Carburetor Sizes, Hose Sizes, Fan Belt Sizes, Brake Lining Sizes and Truck Frame Dimensions

*** Note: Under Carburetor Inlet Diameter Will be Found Either the Size of Main Air Intake or the Gasoline Fuel Line**

Fan Belt Type: V—V-Shape, F—Flat, R—Round

NAME, MODEL AND TONNAGE	ENGINE												BRAKE LINING								FRAME				
	Piston Rings		Carburetor			Upper Hose		Lower Hose		Fan Belt			Service				Emergency				Length			Width	
	No. per Cyl.	Width	Outlet Diameter	Inlet Diameter *	Vertical or Horizontal	Length	Width	Length	Width	Length	Width	Type	Length	Width	Thickness	No. of Pieces	Length	Width	Thickness	No. of Pieces	Back of Driver's Seat	Driver's Seat to Center of Rear Axle	Over All	Over All	Clearance at Lowest Point of Chassis
Ace 40–1½	3	¼	1	1	V	7	1¾	8	1¼	40⅝	2	F	12	3¼	¼	4	12	3¼	¼	4	122½	76⅜	215¼	32	9
Ace 60–3	3	⅛	1¼	¼	V	10	2	15	1¼	42⅝	2	F	13½	3½	¼	4	13½	3½	¼	4	Opt	84½	241	.....	9½
Acme 20L–1	3	⅛	1¼	1¼	V	7	1¼	11	1¼	34	1¼	F	12	3	¼	4	12	3	¼	4	108⅝	63⅜	200	34	10½
Acme 40–2	4	⅛	1	1	V	8	1½	11	1½	40	1½	F	12	3¼	¼	2	12	3¼	¼	2	123⅝	74⅜	208	34	9¾
Acme 40L–2	4	¼	1¼	1¼	V	11½	1½	12½	1½	39½	1½	F	12	3¼	¼	2	12	3¼	¼	2	123⅝	74⅜	214½	34	9¾
Acme 60–2½	4	¼	1¼	1¼	V	11½	1½	12½	1½	39½	1½	F	13	3½	¼	2	13	3½	¼	2	132⅜	79⅜	223½	34	10
Acme 60L–3	4	¼	1¼	1¼	V	11½	1½	12½	1½	41¾	1½	F	13	3½	¼	2	13	3½	¼	2	140 ‡‡	79¾	235½	34	10
Acme K (Bus)	3	¼	1½	1⅞	V	12¾	1 ⅛	12¾	1 ⅛	34½	1¼	F	15½	3¾	¼	2	15½	3¾	¼	2	220½	127⅝	312	41¾	6
Acme 90–3½	4	¼	1¼	1¼	V	10	1½	12	1½	41¾	1½	F	15½	3¾	¼	2	15½	3¾	¼	2	150¼	95¼	243	36	10¾
Acme 90L–4	4	¼	1½	1½	V	10	1½	10	1½	40½	1¾	F	15½	3¾	¼	2	15½	3¾	¼	2	153¾	96¾	255	37	10¾
Acme 125–5	4	¼	1½	1½	V	10	1½	10	1½	40½	1¾	F	18	4	¼	2	18	4	¼	2	159¾	99¾	261	37	10
American-LaFrance 2R	3	¼	1 ⅛	1⅝	V	9	1½	9	1½	40½	2	F	†	†	¼	4	17	3½	¼	4	132	81	230⅛	33	10
American-LaFrance 2R	3	¼	1 ⅛	1⅝	V	9	1½	9	1½	40½	2	F	†	†	¼	4	17	3½	¼	4	156	98	254⅛	33	10
American-LaFrance 2R	3	¼	1 ⅛	1⅝	V	9	1½	9	1½	40½	2	F	†	†	¼	4	17	3½	¼	4	180	110	278⅛	33	10
American-LaFrance 2R	3	¼	1 ⅛	1⅝	V	9	1½	9	1½	40½	2	F	†	†	¼	4	17	3½	¼	4	118 ⅛	81	216 ‡‡	33	10
American-LaFrance 3R	3	¼	1 ⅛	1⅝	V	11½	1½	9	1½	42	2	F	11¾	8	¼	2	21	4	¼	4	144	90	243⅞	35 ‡‡	9
American-LaFrance 3R	3	¼	1 ⅛	1⅝	V	11½	1½	9	1½	42	2	F	11¾	8	¼	2	21	4	¼	4	168	104	267⅞	35 ‡‡	9
American-LaFrance 3R	3	¼	1 ⅛	1⅝	V	11½	1½	9	1½	42	2	F	11¾	8	¼	2	21	4	¼	4	192	114	291⅞	35 ‡‡	9
American-LaFrance 3R	3	¼	1 ⅛	1⅝	V	11½	1½	9	1½	42	2	F	11¾	8	¼	2	21	4	¼	4	210	125	309⅞	35 ‡‡	9
American-LaFrance 3R	3	¼	1 ⅛	1⅝	V	11½	1½	9	1½	42	2	F	11¾	8	¼	2	21	4	¼	4	99⅜	71⅛	199¼	35 ‡‡	9
American-LaFrance 3R	3	¼	1 ⅛	1⅝	V	11½	1½	9	1½	42	2	F	11¾	8	¼	2	21	4	¼	4	117⅞	89⅝	217¾	35 ‡‡	9
American-LaFrance 5R	3	¼	1 ‡‡	1 ‡‡	V	11½	1½	9	1½	42	2	F	11¾	8	¼	2	21	4	¼	4	144	90	243⅞	36	10
American-LaFrance 5R	3	¼	1 ‡‡	1 ‡‡	V	11½	1½	9	1½	42	2	F	11¾	8	¼	2	21	4	¼	4	168	104	267⅞	36	10
American-LaFrance 5R	3	¼	1 ‡‡	1 ‡‡	V	11½	1½	9	1½	42	2	F	11¾	8	¼	2	21	4	¼	4	192	114	291⅞	36	10
American-LaFrance 5R	3	¼	1 ‡‡	1 ‡‡	V	11½	1½	9	1½	42	2	F	11¾	8	¼	2	21	4	¼	4	210	125	309½	36	10
American-LaFrance 5R	3	¼	1 ‡‡	1 ‡‡	V	11½	1½	9	1½	42	2	F	11¾	8	¼	2	21	4	¼	4	102⅞	71½	202¾	36	10
American-LaFrance 5R	3	¼	1 ‡‡	1 ‡‡	V	11½	1½	9	1½	42	2	F	11¾	8	¼	2	21	4	¼	4	123	90	222⅞	36	10
Armleder 21–1½	4	¼	1	⅛	V	12	1¾	16½	1¼	31½	2	F	11 ⅛	3¼	¼	4	11 ⅛	3¼	¼	4	Opt	Opt	Opt	32	9¾
Armleder 40B–1½	4	¼	1¼	⅛	V	10	1½	11½	1¼	33¼	2	F	11 ⅛	3¼	¼	4	11 ⅛	3¼	¼	4	Opt	Opt	Opt	32	9¾
Armleder 40C–1½	3	⅛	1¼	⅛	V	8½	1¼	11½	1¼	34	1¼	F	11 ⅛	3¼	¼	4	11 ⅛	3¼	¼	4	Opt	Opt	Opt	32	9¾
Armleder KWB–3½	4	¼	1¼	⅛	V	12	2	16½	1¼	35¾	2	F	37	3	⅛	1	15⅛	3¾	¼	8	Opt	Opt	Opt	36	8‡‡
Armleder KWC–3½	3	⅛	1¼	⅛	V	10	1½	16½	1¼	35¾	2	F	37	3	⅛	1	15⅛	3¾	¼	8	Opt	Opt	Opt	36	8‡‡
Armleder HWB–2½	4	⅛	1¼	⅛	V	10½	1½	11½	1¼	33¼	2	F	13	3½	¼	4	13	3½	¼	4	Opt	Opt	Opt	32	10
Armleder HWC–2½	3	⅛	1¼	⅛	V	8½	1¼	11½	1¼	34	1¼	F	13	3½	¼	4	13	3½	¼	4	Opt	Opt	Opt	32	10
Atterbury 20R–1½	4	⅛	1	⅝	....	8	1½	14	1½	38 ‡‡	1¼	F	11 ⅛	3¼	¼	4	11 ⅛	3¼	¼	4	122⅛	72⅛	211¾	34	9½
Atterbury 22C–2½	4	¼	1¼	⅝	....	10½	1½	16	1½	40½	1½	F	13 ⅛	3½	¼	4	13 ⅛	3½	¼	4	129¼	78¾	225	34	9½
Atterbury 22D–3½	4	¼	1¼	⅝	....	10½	1½	16	1½	40½	1½	F	15⅛	3¾	¼	4	15⅛	3¾	¼	4	142¾	93¼	242	37½	8¼
Atterbury 8E–5	4	¼	1½	⅝	....	14	2	20½	2	40	2	F	17¾	4	¼	4	17¾	4	¼	4	157⅛	80⅞	263	37½	10
Autocar XXI–F–1½	4	⅛	1 ⅛	1⅝	V	5	1⅛	9½	1⅛	.....	.....	...	16¼	2½	⅛	4	13½	2½	⅛	4	91	67	156	34	9½
Autocar XXI–G–1½	4	⅛	1 ⅛	1⅝	V	5	1⅛	9½	1⅛	.....	.....	...	16¼	2½	⅛	4	13½	2½	⅛	4	114	90	179	34	9½
Autocar XXVI–M4–6	3	¼	1 ⅛	1⅝	V	3½	1½	3½	1½	49½	2	F	25½	2¾	¼	4	25½	2¾	¼	4	140	80¾	223	34	10
Autocar XXVI–L4–6	3	¼	1 ⅛	1⅝	V	3½	1½	3½	1½	49½	2	F	25½	2¾	¼	4	25½	2¾	¼	4	176	116¾	259	34	10
Autocar XXVII–H3	3	¼	1 ⅛	1⅝	V	3½	1½	3½	1½	47½	2	F	22⅝	2	¼	4	22⅝	2	¼	4	131½	76	213	34	10½
Autocar XXVII–K3	3	¼	1 ⅛	1⅝	V	3½	1½	3½	1½	47½	2	F	22⅝	2	¼	4	22⅝	2	¼	4	155½	100	237	34	10½
Available J–H–1½	4	⅛	2¼	1 ⅛	....	11	1⅝	14	1⅝	40	2	...	48	2½	¼	2	36	2½	¼	2	120	80½	201¼	32	9
Available J–H2	4	⅛	2¼	1 ⅛	V	12	1⅝	14	1⅝	40	2	F	48	2½	¼	2	36	2½	¼	2	120	84½	212	32	9
Available J–H–2½	3	⅛	2¼	1 ⅛	....	11	1⅝	14	1⅝	40	2	...	13½	3½	¼	4	13½	3½	¼	4	144	85⅝	226⅞	32	9
Available J–H3½	4	⅛	2½	1 ⅛	V	12	1⅝	14	1⅝	42	2	F	16	3¾	¼	4	16	3¾	¼	4	168	106⅜	254⅛	36	9
Available J–H5	3	¼	2½	1 ‡‡	....	12	2	16	2	40	2	...	18	4	¼	4	18	4	¼	4	168	112⅝	263⅛	38	9
Bessemer G–1	3	⅛	1	⅛	V	11⅛	2¼	10	2¼	42	⅝	V	46	2½	⅛	2	44	2¼	⅛	2	98¼	58½	182¾	34	....
Bessemer H–2–1½	3	⅛	1	⅛	V	11½	2¼	10	2¼	43	⅝	V	16⅜	2	¼	8	16⅜	2	¼	8	116	76	203	34	....
Bessemer J2–2½	3	⅛	1¼	⅛	V	12	1⅛	5	1⅛	36¼	1¼	F	18⅜	2¼	¼	8	18⅜	2¼	¼	8	142⅜	92¼	229	34	....
Bessemer K2–4	3	⅛	1¼	⅛	V	11½	2¼	10	2¼	39⅜	1½	F	55	3½	¼	2	33	4½	¼	1	157½	108	249	38	....
Bethlehem KN–1	3	⅛	....	1	V	8¾	2⅛	8	2⅛	35½	1¼	F	20½	1¾	⅛	2	20½	1¾	⅛	2	89¼	56¼	175	32 ⅛	10½
Bethlehem GN–2	3	⅛	....	1¼	V	8½	2⅜	9½	2⅜	40⅞	1½	F	51	2½	⅛	1	37	2½	⅛	1	116¾	74	208¼	34½	9¼
Bethlehem HN–3	3	⅛	....	1¼	V	8½	2⅜	9½	2⅜	40⅛	1½	F	61½	2½	⅛	1	47	2½	⅛	1	134¾	81½	226¼	34½	8½
Betz J3–1	3	⅛	1	1¼	V	12	1½	17	1¼	33½	1½	F	11	3	¼	4	11	3	¼	4	126	90	215	34	10
Betz D3–2½	3	¼	1¼	⅛	V	12	2⅛	12	1½	33½	1¼	F	12	3½	¼	4	12	3½	¼	4	Opt.	.....	.....	34	....
Brinton C–1½	3	⅛	1 ⅛	⅝	....	11	1¼	13	1¼	33	‡‡	F	39	2½	⅛	1	38	2½	⅛	1	118	.....	.....	.....	33
Brinton D–2½	3	⅛	1 ⅛	⅜	....	11	1¼	13	1¼	33	‡‡	F	13	3½	¼	2	13	3½	¼	2	135½	.....	.....	.....	33
Brockway S7–1½	3	⅛	1	....	V	10½	2¼	5½	2¼	39	1¼	F	20	2	⅛	4	20	2	⅛	4	118	72	118½	32	....
Brockway K–2½	3	⅛	1¼	....	V	6½	1¾	13	1¼	34	1¼	F	13	3½	¼	4	13	3½	¼	4	142	89½	123½	34	....
Brockway R–5–3½	3	⅛	1¼	....	V	9½	1¾	14	1¼	34	1½	F	15½	3¾	¼	4	15½	3¾	¼	4	176	102¾	175	36	....
Brockway T–6–5	3	¼	1½	....	V	13	2	22	2	40⅜	2	F	17¾	4	¼	4	17¾	4	¼	4	176	104½	176	36	....
Buffalo 9, 6	4	⅛	1¼	⅛	V	7	1⅝	13	1⅝	41½	2	F	21	2¼	¼	4	21	2¼	¼	4	124	82½	224	34	9¾
Casco A–1	4	⅛	1 ⅛	⅛	V	12	1¾	14½	1¼	34¾	1½	F	48½	2½	⅛	1	48	2¼	⅛	1	104	61	192¼	34	10
Chevrolet Sup. Lt. Del	3	⅛	1	⅛	V	7½	1¼	5⅜	1¼	29 ‡‡	‡‡	V	29⅝	1½	⅛	2	28⅞	1¼	⅛	2	Opt.	Opt.	106⅛	38 ⅛	9¾
Chevrolet Utility Exp	3	⅛	1	⅛	V	7½	1¼	5⅜	1¼	29 ‡‡	‡‡	V	37	2	⅛	2	32⅝	1¾	⅛	2	Opt.	Opt.	156 ‡‡	37	10
Chicago 20–1½	4	¼	1	1¾	V	12	1½	15	1½	34½	1½	F	21	2½	¼	4	10	2	¼	4	145½	75 ⅛	211½	32	....
Chicago 25–2½	4	¼	1¼	1¾	V	12	1½	15	1½	34½	1½	F	21	2½	¼	4	10	2	¼	4	157½	87 ⅛	223½	32	....
Chicago 35–3½	4	¼	1¼	1¾	V	12	1½	15	1½	34½	2	F	25	3¼	¼	4	12	2¼	¼	4	174	84½	249	36¾	....
Chicago 50–5	4	¼	1¼	1¾	V	12	1½	15	1½	45	2	F	25	3¼	¼	4	12	2¼	¼	4	173	84½	249	36¾	....
Clinton 1¼	4	⅛	1	⅛	H	8	1⅝	14	1⅝	33	1½	F	10⅞	2½	¼	4	10⅞	2½	¼	4	112	73¾	207	34	10
Clinton 2	4	⅛	1	⅛	H	11	1¾	12	1¼	36⅜	2	F	11¾	3¼	¼	4	11¾	3¼	¼	4	131	81	233	33¼	9

† 12 O. D. 7½ I. D.

Replacement Table—Continued

NAME, MODEL AND TONNAGE	ENGINE												BRAKE LINING								FRAME				
	Piston Rings		Carburetor			Upper Hose		Lower Hose		Fan Belt			Service				Emergency				Length			Width	
	No. per Cyl.	Width	Outlet Diameter	Inlet Diameter	Vertical or Horizontal	Length	Width	Length	Width	Length	Width	Type	Length	Width	Thickness	No. of Pieces	Length	Width	Thickness	No. of Pieces	Back of Driver's Seat	Driver's Seat to Center of Rear Axle	Over All	Over All	Clearance at Lowest Point of Chassis
Clinton 3	4	1/4	1 1/4		H	11	2	19	1 1/4	38 5/8	2	F	13	3 1/2	1/4	4	13	3 1/2	1/4	4	166	102	270 1/2	33 1/4	9 1/2
Clinton 4	4	1/4	1 1/4		H	11	2	19	1 1/4	38 5/8	2	F	15 5/8	3 3/4	1/4	4	15 5/8	3 3/4	1/4	4	163	105	270 1/2	38	8 1/2
Clinton 5	4	1/4	1 1/2		H	12	2	18	1 1/2	41	2	F	18	4	1/4	4	18	4	1/4	4	206 1/2	115	318	38	8
Clinton 5-7	4	1/4	1 1/2		H	12	2	18	1 1/2	41	2	F	18	4	1/4	4	18	4	1/4	4	130 1/2	91	242	38	10
Clydesdale 120B-5-6	3	1/4	1		V	9	2	18 1/2	2	46 1/2	2	F	18	4	1/4	4	18	4	1/4	4	131			38	
Clydesdale 90-3 1/2-4 1/2	3	1/4	1 5/8		V	9	1 1/2	14	1 1/2	42	1 1/2	F	16	3 3/4	1/4	4	16	3 3/4	1/4	4	143			38	
Clydesdale 65EX 2 1/2-3	3	1/4	1 5/8		V	9	1 1/2	14	1 1/2	42	1 1/2	F	13 1/4	3 1/2	1/4	4	13 1/4	3 1/2	1/4	4	132			33 1/4	
Clydesdale 65X-2 1/2-3	3	1/4	1 1/4		V	11	1 1/2	11	1 1/2	11	1 1/2	F	13 1/4	3 1/2	1/4	4	13 1/4	3 1/2	1/4	4	137			33 1/4	
Clydesdale 42-1 1/2-2	3	1/4	1 1/4		V	15	2	12	2	41	3/4	V	12	3 1/4	1/4	4	12	3 1/4	1/4	4	117			34	
Clydesdale 20-1-1 1/2	3	1/4	1 1/4		V	15	2	12	2	41	3/4	V	11 1/4	3	1/4	4	11 1/4	3	1/4	4	95			34	
Clydesdale 18-3/4-1 1/4	3	1/4	1 1/4		V	15	2	12	2	41	3/4	V	11 1/4	2 1/4	1/4	4	11 1/4	2 1/4	1/4	4	95			34	
Clydesdale 10-3/4-1 1/4	3	1/4	1 1/4		V	9	2	9	2	41	3/4	V	11 1/4	2 1/2	1/4	4	11 1/4	2 1/2	1/4	4	109			34	
Clydesdale 10A-1-3/4-1 1/4	3	1/4	1 1/4		V	9	2	9	2	41	3/4	V	11 1/4	2 1/2	1/4	4	11 1/4	2 1/2	1/4	4	109			34	
Columbia H-1 1/2	3	1/4	1		V	10	1 1/4	12	1 1/4	39	1 1/4	F	23	1 3/4	1/4	4	23	1 3/4	1/4	4	Opt	Opt	Opt	32 1/2	10
Columbia G-2 1/2	3	1/4	1 1/4		V	10	1 1/4	12	1 1/4	39	1 1/4	F	26	2	1/4	4	26	2	1/4	4	Opt	Opt	Opt	32 1/2	9
Columbia K-3	3	1/4	1 1/4		V	11	1 1/2	13	1 1/2	42	2	F	26	2	1/4	4	26	2	1/4	4	Opt	Opt	Opt	32 1/2	9
Commerce 9-1500	3	1/4	1		V	10	2	10	2	44	3/4	V	50	2	1/4	2	48 1/2	2	1/4	2	92 5/8	53 5/8	193	34	9
Commerce 14B-3000	4	1/4	1		V	10	2	9 1/2	1 1/2	39 3/4	1/4	F	11 1/4	3 1/4	1/4	4	11 1/4	3 1/4	1/4	4	117	75	210	34	8 3/4
Commerce 25B-5000	4	1/4	1 1/4		V	9 1/2	1 1/2	15 1/2	1 1/2	42	1 1/2	F	13	3 1/2	1/4	4	13	3 1/2	1/4	4	132	84	228 1/2	34	12 1/2
Concord E-1	4	1/4	1		H	7	1 7/8	9 1/2	1 3/8	33 1/2	2	F	12	3	1/4	4	12	3	1/4	4				32 1/4	
Concord G-2	4	1/4	1		H	7	1 7/8	9 1/2	1 3/8	33 1/2	2	F	13 1/2	3 1/2	1/4	4	13 1/2	3 1/2	1/4	4				32 1/4	
Concord H-2	4	1/4	1 1/4		H	7	1 7/8	9 1/2	1 3/8	33 1/2	2	F	12	3 1/4	1/4	4	12	3 1/4	1/4	4				32 1/4	
Concord J-2 1/2	4	1/4	1 1/4		H	7	1 7/8	9 1/2	1 3/8	33 1/2	2	F	13 1/2	3 1/2	1/4	4	13 1/2	3 1/2	1/4	4				32 1/4	
Concord JL-3	4	1/4	1 1/4		H	7	1 7/8	9 1/2	1 3/8	33 1/2	2	F	13 1/2	3 1/2	1/4	4	13 1/2	3 1/2	1/4	4				32 1/4	
Corbitt S-3/4	3	1/4	1		H	8	2	14	2	38	1 1/4	F	16 3/4	1 3/4	1/4	4	16 3/4	1 3/4	1/4	4	103	59	196	68 1/2	11 1/2
Corbitt E-1	3	1/4	1		H	9	2	12	2	41	5/8	V	16 3/4	1 3/4	1/4	4	16 3/4	1 3/4	1/4	4	104	62	198	68 1/2	11 1/2
Corbitt D-1 1/2	3	1/4	1		V	11	1 1/4	15	1 1/4	46	1 1/2	F	18	2	1/4	4	18	2	1/4	4	110	72	206	68 1/2	10
Corbitt C-2	3	1/4	1 1/4		V	13	1 1/4	15	1 1/4	46	1 1/2	F	22 1/4	2 1/4	1/4	4	22 1/4	2 1/4	1/4	4	132	78	230	69	10 5/8
Corbitt B-2 1/2	3	1/4	1 1/4		V	13	1 1/4	15	1 1/4	46	1 1/2	F	22 1/4	2 1/4	1/4	4	22 1/4	2 1/4	1/4	4	136	78	232	69	10 5/8
Corbitt R-2 1/2-3	3	1/4	1 1/4		V	14	1 1/4	8	1 1/4	46	1 1/2	F	22 1/4	2 1/4	1/4	4	22 1/4	2 1/4	1/4	4	153	92	254	69	10 5/8
Corbitt A-3 1/2-4	3	1/4	1 1/4		V	14	1 1/4	8	1 1/4	46	1 1/2	F	21	4	1/4	2	21	3	1/4	2	168	106	266	86 1/4	9
Corbitt AA-5	3	1/4	1 1/2		V	13	2	14	2	36	2	F	68 3/4	3	1/4	2	68 3/4	3	1/4	2	168	106	268	86 1/4	10
Day-Elder AN-1 1/2	3	1/4	1	1 1/4	V	6 3/4	1 3/4	7	1 1/4	34 5/8	1 3/8	F	10	3	1/4	4	10	3	1/4	4	106 3/4	62 3/4	191	35	
Day-Elder BN-2	3	1/4	1	1 1/4	V	4	1 1/2	12 1/2	1 1/2	41	1 1/4	F	11 3/4	3 1/4	1/4	4	11 3/4	3 1/4	1/4	4	118 1/2	78 3/4	202 3/4	35	
Day-Elder DN-2 1/2	3	1/4	1 1/4	1 1/2	V	4	1 1/2	12 1/2	1 1/2	43	1 3/8	F	13	3 1/2	1/4	4	13	3 1/2	1/4	4	122 1/2	72 3/4	212 3/4	35	
Day-Elder CN-3	3	1/4	1 1/4	1 1/2	V	10 1/2	2	12	1 1/4	37	2	F	13	3 1/2	1/4	4	13	3 1/2	1/4	4	123 1/4	77 1/4	216	35	
Day-Elder FN-4	3	1/4	1 1/2	1 3/4	V	7 1/2	1 1/2	12 1/2	1 1/2	43	1 3/8	F	15 5/8	3 3/4	1/4	4	15 5/8	3 3/4	1/4	4	120 1/4	81 3/4	214 1/2	35	
Day-Elder EN-5-6	4	1/4	1 1/2	1 3/4	V	12 1/2	2		1 1/4	38	2	F	17	4	1/4	4	17	4	1/4	4	154	94	253	37	
Defiance G2-1 1/4	3	1/4	1	1 1/2	H	10	2	8	2	40	1 1/4	F	20	1 3/4	1/4	4	20	1 3/4	1/4	4	90	56	179 1/2	34	
Defiance GL2-1 1/4	3	1/4	1	1 1/2	H	10	2	8	2	40	1 1/4	F	20	1 3/4	1/4	4	20	1 3/4	1/4	4	119 1/2	76 1/2	203	34	
Defiance D-2-1 1/2	3	1/4	1	1 1/2	H	10	2	8	2	40	1 1/4	F	45	2 1/2	1/4	1	43	2 1/4	1/4	1	119 1/2	76 1/2	203	34	
Defiance E2-2	3	1/4	1	1 1/2	H	10	2	8	2	40	1 1/4	F	52	2 1/2	1/4	1	37	2 1/2	1/4	1	119 1/2	76 1/2	203	34	
Defiance EL-2-2	3	1/4	1	1 1/2	H	10	2	8	2	40	1 1/4	F	52	2 1/2	1/4	1	37	2 1/2	1/4	1	136 1/2	93 1/2	220	34	
Defiance H2-3	3	1/4	1 1/4	1 1/2	V	11 3/4	1 1/2	9	1 1/2	42 1/2	1 1/2	F	61	2 1/2	1/4	1	47	2 1/2	1/4	1	125 3/4	82 3/4	220	34	
Defiance HL-2-3	3	1/4	1 1/4	1 1/2	V	11 3/4	1 1/2	9	1 1/2	42 1/2	1 1/2	F	61	2 1/2	1/4	1	47	2 1/2	1/4	1	143 3/4	100 3/4	238	34	
Defiance H-3	3	1/4	1 1/4	1 1/2	V	11 3/4	1 1/2	9	1 1/2	42 1/2	1 1/2	F	61	2 1/2	1/4	1	47	2 1/2	1/4	1	101 3/4	66 3/4	190	34	
Diamond T-75-3/4	3	1/4	3/4	1	V	8	1 1/2	10 1/2	1 1/4	33 3/4	1 1/4	F	22	2 1/2	1/4	2	46 5/8	2 1/4	1/4	1	90	57 1/2	182 1/2	34	
Diamond T-O3-1	3	1/4	1	1 1/4	V	9	1 1/4	6	1 1/4	35	2	F	48	2 1/2	1/4	2	33	2 1/2	1/4	2	100			34	
Diamond T-T-1 1/2	3	1/4	1	1 1/4	V	9	1 1/4	6	1 1/4	35	2	F	11 1/2	3 1/4	1/4	4	11 1/2	3 1/2	1/4	4	Opt			34	
Diamond T-U2-2 1/2	3	1/4	1 1/4	1 1/4	V	9	1 1/4	8	1 1/4	35	2	F	13 1/4	3 1/2	1/4	4	13 1/4	3 1/2	1/4	4	Opt			34	
Diamond TK-3 1/2	3	1/4	1 1/4	1 1/2	V	10	1 1/2	10	1 1/2	35	2	F	15 5/8	3 3/4	1/4	4	15 5/8	3 3/4	1/4	4	Opt			37	
Diamond T-S-5	3	1/4	1 1/2	1 3/4	V	9	2	21	2	40 3/8	2	F	18	4	1/4	4	17	4	1/4	4	Opt			37	
Diehl A	4		1	1									28	2 1/2	1/4	2	27	2	1/4	2	90	48	174		11
Dixon Model D	4	1/4	1		V	11	1 1/2	8	1 1/2	41		F	13	3 1/2	1/4	4	13	3 1/2	1/4	4	126	71	221 1/2	34 1/2	9 1/2
Dixon Model C	4	1/4	1 1/4		V	11	1 1/2	9	1 1/2	42		F	13	3 1/2	1/4	4	13	3 1/2	1/4	4	Opt	71	221 1/2	34 1/2	9 1/2
Dixon Model A	4	1/4	1 1/4		V	12	1 1/2	10	1 1/2	42			4	13		1/4	4	13		1/4	4	Opt	71	221 1/2	36	9 1/2
Dodge Brothers-3/4	4	1/4	1 1/8	1/4	V	9	1 1/2	7 1/4	1 1/4	34 1/2	1	F	19 1/4	2 1/4	1/4	4	14 3/8	1 3/4	1/4	4					
D-Olt	3	1/4	1	1/4	H	18	2	18	2	36	1	F	54	3	1/4	2	42	3	1/4	2	240	68	166	34	11
Dorris K-4-2	3	1/4	1 1/4	1 1/4	V	2 1/4	1 1/2	6 1/4	1 1/4	42 1/8	2	F	13 1/2	3 1/2	1/4	4	13 1/2	3 1/2	1/4	4	142 3/4	95 1/2	233 1/2	34	9
Dorris K7-3 1/2	3	1/4	1 1/4	1 1/4	V	2 1/4	1 1/2	6 1/4	1 1/4	42 1/8	2	F	15 3/4	3 3/4	1/4	4	15 3/4	3 3/4	1/4	4	178 1/4	130 1/4	270 1/2	36	9
Duplex E-3 1/2	3	1/4	1 1/4	1									9 1/2	2 1/2	1/4	2	5 1/2	2 1/2	1/4	2	126			39 5/8	
Duplex A			1 1/4	1 1/2										2		4		2		4	121			34	
Eagle 100-2	4	1/4	1 1/4	1	V	14	2	16	1 1/4	36	1 1/2		49 1/2	3	1/4	2	46	2	1/4	2	Opt			36	
Eagle 101-1 1/4	4	1/4	1 1/4	1	V	14	2	16	1 1/4	34	1 1/2		21	2 1/2	1/4	4	21	2 1/4	1/4	4	Opt				
Eagle 104	4	1/4	1 1/4	1	V	14	2	16	1 1/4	36	1 1/2	F	49 1/2	3	1/4	2	46	2	1/4	2	Opt				
Fageol 1 1/2-2	3	1/4	1 1/8	1 1/2	V	10	2 1/2	20	2 1/2	37 3/4	1 1/2	F	19 1/4	1 3/4	1/4	2	19 1/4	1 3/4	1/4	2	120			30	
Fageol 2 1/2-3	3	1/4	1 1/8	1 1/4	V	10	1 1/4	14 3/4	1 1/4	34 3/4	1 1/2	F	13 1/4	3 1/2	1/4	2	13 1/4	3 1/4	1/4	2	141			34	
Fageol 3 1/2-4	3	1/4	1 1/2	2	V	9	1 1/2	17 1/2	1 1/2	40 1/2	1 1/2	F	15 1/2	3 3/4	1/4	2	15 1/2	3 3/4	1/4	2	159 1/2			37 1/4	
Fageol 5-6	3	1/4	1 5/8	2	V	9	1 1/2	17 1/2	1 1/2	40 1/2	1 1/2	F	18	4	1/4	2	18	4	1/4	2	161 1/4			37 1/4	
Federal R-2-1	4	1/4	1		V		1 1/2		1 1/2							4				4	110				
Federal S-21-1 1/2	4	1/4	1		V		1 1/2		1 1/2							4				4	118				
Federal S-22-1 1/2	4	1/4	1		V		1 1/2		1 1/2							4				4	118				
Federal U-2-2 1/2	4	1/4	1 1/4		V		1 1/4		1 1/2							4				4	134				
Federal WL-4	4	1/4	1 1/4		V		1 1/2		1 1/2							4				4	154				
Federal X2-5	4	1/4	1 1/2		V		1 1/4		1 1/2							4				4	154				
Federal Light Duty	4	1/4	1 1/4		V		1 1/4		1 1/2							4				4	86				
Federal Heavy Duty	4	1/4	1 1/4		V		1 1/4		1 1/2							4				4	99				
Ford T-1	3	1/4	1.06	1 1/8	H	4	2		1 3/4	26 1/8	1 1/8	F	23 1/8	1 1/4	1/4	1	12	1 1/8	1/4	2	60		123	23	9 3/4
Fulton C-2	4	1/4	1 1/4	1 1/2	H	13	2	15	2	37 1/2	1 1/2	F	50 1/2	3	1/4	1	25	2 3/4	1/4	1	120	73	215 1/2	34	10
Fulton A-1	4	1/4	1 1/4	1 1/2	H	13	2	15	2	37 1/2	1 1/2	F	48	2 1/2	1/4	1	47 1/2	2 1/4	1/4	1	106	60	192	33 3/4	12
Fulton C-2	4	1/4	1 1/8	1 1/2	V	9 3/4	2	10	1 1/4	35 1/2	1 1/2	F	50 1/2	3	1/4	1	25	2 3/4	1/4	1	120	73	215 1/2	34	10
F. W. D. B-3	3	1/4	1	1 1/2	V	4	2	5	1 1/2	40	1 1/8	F	27	3 1/2	1/4	1	43	2 3/4	1/4	2	148	97	200	36	9 1/4
Garford 15-1	4	1/4	1		V					34	1 1/2	F	11	2 1/2	1/4	4	11	2 1/2	1/4	4	96	61	187	34	11
Garford 25B-1 1/2	3	1/4	1 1/4		H					37 1/8	1	F	11 3/4	3 1/4	1/4	4	11 3/4	3 1/4	1/4	4	108	70	200	34	9 1/2
Garford 70H-2 1/2	4	1/4	1 1/4		V					34 1/8	2	F	13 1/4	3 1/2	1/4	4	13 1/4	3 1/2	1/4	4	121	74	214	34	9 1/2
Garford 80-4	4	1/4	1 1/4		V					39	2	F	15 5/8	3 3/4	1/4	4	15 5/8	3 3/4	1/4	4	150	88 1/2	251	36	9 1/2
Garford 68D-5	4	1/4	1 1/2		V					39 1/4	5/8	R	17 3/4	4	1/4	4	17 3/4	4	1/4	4	150	88 1/2	251	36	10
Garford 15-A-5	4	1/4	1 1/2		V					39 3/4	5/8	R	10 1/2	4	1/4	2	21 1/8	4	1/4	4	150	88 1/2	251	36	11
Gary F-1-1 1/2	3	1/4	1	3/8	V		2				1	F	11 1/2	3	1/4	4	11 1/2	3	1/4	4	97 3/8			34	11 1/2
Gary I-2	4	1/4	1 1/4	3/8	V	13 1/2	2	12	1 1/4	32	1 1/4	F	12	3 1/4	1/4	4	12	3 1/4	1/4	4	120	72	214	34	10 3/4
Gary J-2 1/2	4	1/4	1 1/4	3/8	V	10	2	12	1 1/4	36	2	F	13 1/2	3 1/2	1/4	4	13 1/2	3 1/2	1/4	4	120	76	214	34	10

Replacement Table—Continued

NAME, MODEL AND TONNAGE	ENGINE													BRAKE LINING							FRAME				
	Piston Rings		Carburetor			Upper Hose		Lower Hose		Fan Belt				Service				Emergency				Length			Width	
	No. per Cyl.	Width	Outlet Diameter	★ Inlet Diameter	Vertical or Horizontal	Length	Width	Length	Width	Length	Width	Type		Length	Width	Thickness	No. of Pieces	Length	Width	Thickness	No. of Pieces	Back of Driver's Seat	Driver's Seat to Center of Rear Axle	Over All	Over All	Clearance at Lowest Point of Chassis
Gary K–3½	4	¼	1¼	⅜	V	13	2	16½	1¼	36	2	F		15¾	3¾	¼	4	15¾	3¾	¼	4	148	86	247	36¾	10¾
Gary M–5	4	¼	1½	⅜	V	14	2	18	1⅜	.....	2	F		18¼	4	¼	4	18¼	4	¼	4	168	99	275	39	10¼
G.M.C. K–16	4	⅛	1¼	1⅝	V	8¾	1½	8	1½	33½	⅛	V		49⅝	2⅛	⅛	2	47	2⅜	⅛	2	89	57	183½	34	8¾
G.M.C. K–41	4	¼	1¼	1⅝	V	10	1¾	9½	1¾	35¾	⅛	V		13	3½	¼	4	13	3½	¼	4	Opt	Opt	Opt	33	9½
G.M.C. K–71	4	¼	1¼	1⅝	V	11¾	1¾	9½	1¾	35¾	⅛	V		15⅛	3¾	¼	4	15⅛	3¾	¼	4	Opt	Opt	Opt	38	10¼
G.M.C. K–101	4	¼	1¼	1⅝	V	11¾	1¾	9½	1¾	35¾	⅛	V		17¾	4	¼	4	17¾	4	¼	4	Opt	Opt	Opt	38	9¾
Gotfredson 20–1	4	⅛	1	1	V	9¼	1¾	10½	1¼	32½	1½	F		11½	2½	¼	4	11½	2½	¼	4	88 1/16	56 11/16	182½	32	11½
Gotfredson 40–1½–2	4	¼	1	1	V	9¼	1¾	13½	1¼	32⅛	1½	F		12	3¼	¼	4	12	3½	¼	4	120 1/16	69 11/16	214½	32 1/8	12
Gotfredson 50–2½	4	¼	1¼	1¼	V	11	2	16¼	1¼	41	1¾	F		13½	3½	¼	4	13½	3½	¼	4	127	81 1/16	222	33	9½
Gotfredson 80–4	4	¼	1¼	1¼	V	14	2	18	1¼	43	2	F		15¾	3¾	¼	4	15¾	3¾	¼	4	157	89⅜	247⅜	35	9¼
Gotfredson 100–5	4	¼	1½	1½	V	14	2	19	1½	42⅝	2	F		18	4	¼	4	18	4	¼	4	155¾	89¾	261¼	38	9¼
Graham Bros. BA	3	⅛	1⅛	¼	V	9	1½	7¼	1¼	34½	1	F		50	2½	⅛	2	20	2½	⅛	4	96¾	56¾	202⅞	34	10¼
Graham Bros. CA	3	⅛	1⅛	¼	V	9	1½	7¼	1¼	34½	1	F		50	2½	⅛	2	20	2½	⅛	4	96¾	56¾	202⅞	34	10¼
Graham Bros. DA	3	⅛	1⅛	¼	V	9	1½	7¼	1¼	34½	1	F		50	2½	⅛	2	20	2½	⅛	4	62¾	34¾	168⅞	34	10¼
Graham Bros. EA	3	⅛	1⅛	¼	V	9	1½	7¼	1¼	34½	1	F		50	2½	⅛	2	20	2½	⅛	4	62¾	34¾	168⅞	34	10¼
Graham Bros. FA	3	⅛	1⅛	¼	V	9	1½	7¼	1¼	34½	1	F		50	2½	⅛	2	20	2½	⅛	4	132¾	74¾	238⅞	34	10¼
Gramm-Pioneer 10 Speed–1	3	⅛	1	1½	V	12	2¼	14½	2¼	29	1	F		48	2	⅛	2	26	2	⅛	1	97	54	180	30⅛	.....
Gramm-Pioneer 15–1½–2	3	⅛	1	1½	V	10¼	2	6	2	39	1¼	F		48½	2	⅛	2	45⅞	1½	⅛	2	120	74	205 11/16	32	.....
Gramm-Pioneer 65–1½–2	3	⅛	1	1½	V	10¼	2	6	2	39	1¼	F		19¾	1¾	⅛	4	19¾	1¾	⅛	4	120	74	205 11/16	32	.....
Gramm-Pioneer 125–2½	3	⅛	1¼	1½	V	4½	1½	12	1½	32	2	F		8	5	¼	2	45	2	⅛	4	126	77¾	214	32	.....
Gramm-Pioneer 30–3	3	¼	1¼	1½	V	11	1½	9	1½	33¾	2	F		22¾	2¼	¼	4	22¾	2¼	¼	4	129¾	81¾	226¾	36	.....
Gramm-Pioneer 75P–3½	3	¼	1¼	1½	V	11	1½	9	1½	33¾	2	F		22¾	2¼	¼	4	22¾	2¼	¼	4	129¾	.....	.....	36	.....
Gramm-Pioneer 40–4	3	¼	1¼	1½	V	11	1½	9	1½	33¾	2	F		28¾	2¾	¼	4	28¾	2¾	¼	4	144	87¾	240¾	36	.....
Gramm-Pioneer 50–5–6	3	¼	1½	1¾	V	23¼	2	13¾	1⅞	40¾	2	F		32 11/16	2¾	¼	4	32 11/16	2¾	¼	4	132	97	263½	36	.....
Grass Premier 40A	3	⅛	1	1½	V	12	2¼	14½	2¼	29	1	F		22½	1¼	⅛	4	48	2½	⅛	2	98	70	192	31	.....
Grass Premier 60A1½	4	11/16	1¼	1½	V	14	2½	16	2½	.....	.....	...		48½	2	⅛	2	47	1½	⅛	2	108	66	204	31	.....
Grass Premier 70A2½	4	11/16	1¼	1½	V	14	2½	16	2½	.....	.....	...		.....	.....	.....	...	.....	.....	.....	...	120	.....	214	31	.....
Grass Premier 90A3	3	¼	1½	1¾	V	11	1½	11	1½	40	1½	F		15⅝	3¾	¼	4	15¾	3¾	¼	4	95	83	192	35	.....
Gray N–½	3	⅛	1	¼	H	9	2¼	2¾	1¾	34⅜	1	F		27 1/16	1¼	⅛	2	19½	1¼	⅛	1	.....	.....	112¾	35	9
Gray T–1	3	⅛	1	¼	H	9	2¼	2¾	1¾	34⅜	1	F		20 1/16	2	⅛	4	19½	1¼	⅛	1	.....	.....	152¾	32	9
G. W. W. Super	3	¼	1¼	1¾	V	8	1¾	17½	1¼	37½	1¼	F		49	2½	¼	2	47	1½	⅛	2	89	72	192	32	11½
Harvey WOA–2	4	¼	1¼	2	V	11	2	14	1¼	35⅝	2	F		45	2	¼	2	45	2	¼	2	139	87	242¼	32	10
Harvey WFB–2½	4	¼	1¼	2	V	11	2	14	1¼	35⅝	2	F		50	2¼	¼	4	50	2¼	¼	2	139	87	242¼	32	10
Harvey WHB–3½	4	¼	1½	2	V	12	2	14	1¼	36½	2	F		20¾	4	¼	4	20¾	3	¼	4	151¾	85¾	258¼	35	9
Harvey WFT–6	4	¼	1¼	2	V	11	2	14	1¼	36½	2	F		50	2¼	¼	2	50	2¼	¼	2	84	52	189	32	10
Harvey WHT–10	4	¼	1½	2	V	12	2	14	1¼	36½	2	F		20¾	4	¼	4	20¾	3	¼	4	86	52½	191⅛	35	9
Hawkeye O	4	⅛	...	1	V	12	2	9	1¼	.....	1½	F		.....	.....	.....	...	.....	.....	.....	...	.....	.....	.....	.....	.....
Hawkeye K	4	⅛	...	1	V	12	2	9	1¼	.....	2	F		.....	.....	.....	...	.....	.....	.....	...	.....	.....	.....	.....	.....
Hawkeye M	4	¼	...	1¼	V	12	2¼	9	1½	.....	2	F		.....	.....	.....	...	.....	.....	.....	...	.....	.....	.....	.....	.....
Hawkeye N	4	¼	...	1¼	V	14	2½	12	1½	.....	2½	F		.....	.....	.....	...	.....	.....	.....	...	.....	.....	.....	.....	.....
Hug T	4	⅛	...	1 1/16	V	12	1¾	13	1¼	.....	1⅜	F		48	2½	⅛	2	.....	.....	.....	...	Opt	.....	.....	.....	.....
Hurlburt A1½–2	3	....	1¼	1	...	.....	.....	.....	.....	.....	.....	...		22	2	¼	2	22	2	¼	2	132	.....	.....	35½	.....
Hurlburt B2½	3	⅛	1¼	1	...	.....	.....	.....	.....	.....	.....	...		24	2½	¼	2	23	2½	¼	2	154	.....	.....	34	.....
Hurlburt C3½–4	3	¼	1½	1¼	...	.....	.....	.....	.....	.....	.....	...		26	3	¼	2	25	3	¼	2	144½	.....	.....	34	.....
Hurlburt D5–5½	3	¼	1½	1¼	...	.....	.....	.....	.....	.....	.....	...		28	3	¼	2	27	3	¼	2	144½	.....	.....	34	.....
Indiana 12–1½	3	¼	1¼	.....	.....	17	1¼	14	1¼	38½	1	F		19	2	⅛	4	19	2	⅛	4	120	76	207¾	32	10¼
Indiana 20–2	3	¼	1¼	.....	.....	6	1¼	13	1¼	26⅜	1½	F		22¼	2¼	¼	4	22¼	2¼	¼	4	126	74½	217 1/16	33	10¼
Indiana 25–2½	3	¼	1¼	.....	.....	6	1¼	13	1¼	26⅜	1½	F		22¼	2¼	¼	4	22¼	2¼	¼	4	138	81	229 1/16	33	9¾
Indiana 35–3½	3	¼	1¼	.....	.....	6	1¼	13	1¼	26⅜	1½	F		20¾	...	¼	4	20¾	..	¼	4	144	84¾	235 1/16	34½	8¾
Indiana 51–5	3	¼	1½	.....	.....	10	1½	12½	1½	40½	1¾	F		65 1/16	3	⅜	2	65 1/16	3	⅜	2	156¼	91	253	37½	10½
Inter'l S—2000 lbs.–Sp. Tr.	3	¼	1¼	1¼	V	9¾	2¼	17¾	2¼	30¼	1	F		38	2	⅛	2	36	2	⅛	2	88	.....	.....	34	.....
International 33–3000 lbs.	4	¼	1¼	1¾	V	6¼	2½	6½	2½	43½	1½	F		43¾	2¼	⅛	2	43¾	2¼	⅛	2	101¾	57¼	194¾	34	11½
International 43–4000 lbs.	4	¼	1¼	1¾	V	6¼	2½	6½	2½	43½	1½	F		50⅝	2¼	⅛	2	50⅝	2¼	⅛	2	109	59¼	202	32¼	11½
International 63–6000	4	¼	1¼	1¾	V	9	2½	14½	2	46	1¾	...		50⅜	2¼	⅛	2	50⅜	2¼	⅛	2	116 1/16	67⅜	213⅞	34	11⅜
International 103	4	¼	1¼	1¾	V	9	2½	6¼	3	51	1¾	F		.....	.....	.....	...	.....	.....	.....	...	146	87⅜	244	34	12¾
Jumbo 15–1½	4	¼	1	1½	V	12½	1¾	18	1¼	33⅜	2	F		48½	2	⅛	2	47	1½	⅛	2	120	73	211	32	11
Jumbo 25–2½	3	¼	1¼	1⅝	V	12	2	10	1¼	33¼	1¼	F		49¾	3	⅛	2	47½	2½	⅛	2	116	79	208	34	10
Jumbo 35–3½	4	¼	1¼	1⅝	V	18	2	21½	1¼	36 1/16	2	F		60½	3	⅛	2	58½	2½	⅛	2	144	87½	244	36	11½
Kearns H–1	3	⅛	1	⅛	H	16	2	16	2	33	1	F		42	2	⅛	1	21	2	⅛	2	90	.....	.....	34	.....
Kearns N–1½	3	⅛	1	⅛	H	18	2	18	2	33	1	F		45	2½	⅛	1	22	2¼	⅛	2	133½	.....	.....	34	.....
Kearns N–1–2	3	¼	1¼	⅛	V	.....	.....	.....	.....	33	1¼	F		42	2¼	¼	4	42	2¼	¼	4	141	94	215½	34	.....
Kearns T–3½	3	¼	1½	⅜	V	.....	.....	.....	.....	.....	.....	...		22	4	¼	4	22	3	¼	4	168	116	274	35	.....
Kearns TF–5	3	¼	1½	⅜	V	.....	.....	.....	.....	.....	.....	...		32½	3	¼	4	32½	3	¼	4	168	116	274	35	.....
Kelly-Springfield K33–1½	4	⅛	1¼	1 11/16	V	12¼	1½	26¾	1½	65⅝	1	V		17⅜	1⅞	⅛	4	17⅜	1⅞	⅛	4	133½	.....	.....	34	.....
Kelly-Springfield K380–2½	4	⅛	1¼	1 11/16	V	12¼	1½	26¾	1½	65⅝	1	V		17⅜	1⅞	⅛	4	17⅜	1⅞	⅛	4	141	.....	.....	34	.....
Kelly–Springfield K–39–2½	4	⅛	1¼	1 11/16	V	12¼	1½	26¾	1½	65⅝	1	V		3	4½	¼	12	21¼	2½	⅛	4	141	.....	.....	34	.....
Kelly-Springf'd K41–3½–5	4	¼	1¼	1 11/16	V	6 1/16	1⅝	24	1½	59⅝	1	V		3	4½	¼	12	25½	2½	⅛	4	144	.....	.....	36	.....
Kelly-Sprinf'd K61–5 to 7	4	¼	1¼	1 11/16	V	6 1/16	1⅝	24	1½	59⅝	1	V		3	4½	¼	12	25⅛	2½	⅛	4	144	.....	.....	36	.....
Kenworth KS–2½	4	¼	1¼	1¼	H	12	2	14	1¼	36	2	...		20	2¼	¼	4	20	2¼	¼	4	133	.....	.....	34	.....
Kenworth M–1½	4	¼	1¼	1¼	H	12	2	14	1¼	36	2	...		46	2	¼	2	46	2	¼	2	114	.....	.....	32	.....
Kenworth L–3	4	¼	1¼	1¼	H	13½	2	16	1¼	36	2	...		56	2½	¼	2	56	2½	¼	2	144	.....	.....	36½	.....
King Zeitler ¾	3	⅛	1	1 1/16	V	12	2	14	2	39	1¼	F		11¼	2½	¼	4	11¼	2½	¼	4	Opt	Opt	Opt	30	10½
King Zeitler 1	3	⅛	1	1 1/16	V	12	2	14	2	39	1¼	F		11	3	¼	4	11	3	¼	4	Opt	Opt	Opt	32	10½
King Zeitler 1½	4	⅛	1	1 1/16	V	11	1½	15½	1½	39	1¼	F		12¼	3¼	¼	4	12¼	3¼	¼	4	Opt	Opt	Opt	32	10¾
King Zeitler 2½	4	¼	1¼	1 11/16	V	12	1½	16	1½	38	1½	F		13½	3½	¼	4	13½	3½	¼	4	Opt	Opt	Opt	32	10
King Zeitler 3½	4	¼	1¼	1 11/16	V	12	1½	16	1½	40	1½	F		16	3¾	¼	4	16	3¾	¼	4	Opt	Opt	Opt	36	10¾
King Zeitler 5	4	¼	1½	1 11/16	V	14	2	22	2	40½	2	F		19½	4	¼	4	19½	4	¼	4	Opt	Opt	Opt	36	10¼
Kissel 1 Ton	3	⅛	.....	1¼	.....	12¼	1¾	10	1½	46¾	2	F		11	3	¼	4	11	3	¼	4	102	.....	.....	34	.....
Kissel Utility 1½	3	⅛	.....	1¼	.....	12¼	1¾	10	1½	46¾	2	F		19	2	⅛	4	19	2	⅛	4	120	.....	.....	34	.....
Kissel Freighter 2	3	⅛	.....	1¼	.....	12¼	1¾	10	1½	49	2	F		14	3½	¼	4	14	3½	¼	4	144	.....	.....	34	.....
Kissel Heavy Duty 4	3	⅛	.....	1¼	.....	13¾	1¾	10	1½	52¼	2	F		56	2½	⅛	2	56	2½	⅛	2	156	.....	.....	36	.....
Kleiber 1½	4	¼	1¼	.....	V	11	1½	13	1½	45½	1⅜	F		13	3¼	¼	4	13	3¼	¼	4	114	.....	.....	34	.....
Kleiber 2½	4	¼	1½	.....	V	12	1½	14	1½	47½	1⅜	F		14	3½	¼	4	14	3¼	¼	4	150	.....	.....	34	.....
Kleiber 3½	4	¼	1½	.....	V	13	1½	14½	1½	47½	1⅜	F		16	3¾	¼	4	16	3¾	¼	4	156	.....	.....	38	.....
Kleiber 5	4	¼	1¾	.....	V	14	1½	15	1½	48½	1¾	F		18	4	¼	4	18	4	¼	4	171	.....	.....	38	.....
Krebs J–24	4	¼	1	⅛	V	8	1½	17	1½	42	1½	F		11¼	2½	¼	4	11¼	2½	¼	4	119	64	214	33	10¾
Krebs K–45	4	¼	1¼	⅛	V	10	1½	17	1½	42	1½	F		12	3¼	¼	4	12	3¼	¼	4	122	60	222	33	10
Krebs L–75	4	¼	1¼	⅛	V	11	1½	17	1½	44	2	F		13½	3½	¼	4	13½	3½	¼	4	131	80	234	33¼	9
Krebs L–110	4	¼	1¼	⅛	V	11	1½	17	1½	44	2	F		16	3¾	¼	4	16	3¾	¼	4	131	87	234	38	10
Krebs B–120	4	¼	1½	⅛	V	11	1½	17	1½	44	2	F		16	3¾	¼	4	16	3¾	¼	4	125½	92½	234	38	10

Replacement Table—Continued

NAME, MODEL AND TONNAGE	ENGINE												BRAKE LINING							FRAME				
	Piston Rings		Carburetor			Upper Hose		Lower Hose		Fan Belt			Service				Emergency				Length			Width	
	No. per Cyl.	Width	Outlet Diameter	Inlet Diameter	Vertical or Horizontal	Length	Width	Length	Width	Length	Width	Type	Length	Width	Thickness	No. of Pieces	Length	Width	Thickness	No. of Pieces	Back of Driver's Seat	Driver's Seat to Center of Rear Axle	Over All	Over All	Clearance at Lowest Point of Chassis
Lange F 3½	4	¼	1⅛	1⅝	V	5	1½	15½	1½	45	1½	F	13¾	3¾	¼	4	13¾	3¾	¼	4	139	88	227½	37	9½
Lange E-2½	4	¼	1⅛	1⅝	V	9	1½	15½	1½	42	1½	F	11½	3½	¼	4	11½	3½	¼	4	139	85	229	33	10
Larrabee X2-1-1¼ Ton	3	⅛	1¼	1¾	V	6	1¼	14	1¼	34	1¼	F	50	2	⅛	2	50	2	⅛	2	108	59	205	34	11
Larrabee J4-1½-2¼ Ton	4	⅛	1	1½	V	6½	1¼	10	1½	41	1¼	F	19	2	⅛	4	19	2	⅛	4	108	67½	199	34	10½
Larrabee K5-2¼-3½ Ton	4	¼	1¼	1¾	V	6	1½	11	1½	45½	1½	F	21	2¼	¼	4	21	2¼	¼	4	Opt	Opt	Opt	34	9¾
Larrabee L4-3½-4½ Ton	4	¼	1¼	1¾	V	6	1½	11	1½	45½	1½	F	21	4	¼	4	21	3	¼	4	Opt	Opt	Opt	36	9
Maccar EX	3	⅛	1¼	⅜	V	4½	1½	15	1½	35½	1¼	F	50	2	⅛	2	48	2	⅛	2	101⅝	68	192½	37	9½
Maccar L-1, 1½	4	¼	1¼	⅜	V	4	1¾	19	1½	35	2	F	11⅛	3¼	¼	4	11⅛	3¼	¼	4	125¼	74¼	228½	34	10⅝
Maccar H-1, 3	4	¼	1¼	⅜	V	4	1¾	19	1½	37½	2	F	13⅛	3½	¼	4	13⅛	3½	¼	4	139¼	79¾	243½	34	10
Maccar M-2, 4	4	¼	1¼	⅜	V	4	1¾	19	1½	37½	2	F	14¼	3¾	¼	4	14¼	3¾	¼	4	153¾	91¾	257⅜	34	8¾
Maccar G-1, 5	4	¼	1½	⅜	V	8	1¾	16½	1¾	40¾	2	F	18	4	¼	4	18	4	¼	4	163½	99½	278	37½	10
Maccar HT	4	¼	1¼	⅜	V	4	1¾	19	1½	35	2	F	13⅛	3½	¼	4	13⅛	3½	¼	4	139¾	79¾	243⅜	34	10
Mack AB-1¼, 2, 2½-T.-Ch	3	⅛	1¼	1⅛	V	7½	1¼	5⅜	1¼	36⅛	1¼	F	11⅝	4	¼	2	16½	2½	¼	4	Opt	.....	.....	33¼	.....
Mack Dual R'd'n-1½, 2, 2½	3	⅛	1¼	1⅛	V	7½	1¼	5⅜	1¼	36⅝	1¼	F	18¼	3½	¼	4	12	6	¼	2	Opt	.....	.....	33¼	.....
Mack AB-Tractor-5	3	⅛	1¼	1⅜	V	7½	1¼	5⅜	1¼	36⅝	1¼	F	11⅝	4	¼	2	16½	2½	¼	4	77	.....	.....	33¼	.....
Mack AC-3½, 5, 6½, 7½	3	¼	1½	1⅝	V	5	1¾	3¼	2	.....	.....	...	16⅛	3	¼	4	20½	3½	¼	4	Opt	.....	.....	37½	.....
Mack AC-Trac.-7, 10, 13, 15	3	¼	1½	1⅝	V	5	1¾	3¼	2	.....	.....	...	16⅛	3	¼	4	20½	3½	¼	4	87	.....	.....	37½	.....
Mason Road King	3	¼	1⅝	....	V	11⅝	2	14⅛	1½	.....	1½	F	42⅛	2¾	⅛	1	40⅝	2¾	⅛	1	85	56 ⅜	175	30	10
Master 22-1½	4	¼	1¼	1⅜	V	13½	2	12½	1¼	30½	1	F	12	3¼	¼	2	12	3¼	¼	2	Opt	.....	.....	34½	.....
Master 41-2½	4	¼	1¼	1⅜	V	13½	2	12½	1¼	31	1¼	F	13¼	3½	¼	2	13¼	3½	¼	2	117½	.....	.....	34	.....
Master 51-3½	4	¼	1½	1⅜	V	13½	2	15	1¼	35	2	F	16	3¾	¼	2	16	3¾	¼	2	147¾	.....	.....	36¾	.....
Master 61-5	4	¼	1½	1⅜	V	13½	2	15	1¼	35	2	F	13¼	4	¼	2	18	4	¼	2	162½	.....	.....	36¾	.....
Master 64-5-6	4	¼	1½	1⅜	V	13½	2	15	1¼	37	2	F	13¼	4	¼	2	18	4	¼	2	162⅞	.....	.....	39	.....
Maxwell 1½	3	¼	1	1	V	7¾	2¼	3½	2¼	36½	⅝	...	31	1½	⅛	4	24¾	2	⅛	1	102	.....	.....	36	.....
Menominee Hurryton-1	3	¼	1¼	1¾	V	6	1½	12	1¼	40	1¼	F	11	2½	¼	4	11	2½	¼	4	102 ⅛	.....	197	33	10½
Menominee H-1½	3	¼	1¼	1¾	V	.....	.....	.....	.....	.....	.....	...	13½	3½	¼	8	.....	.....	.....	...	122	.....	216	32	10⅜
Menominee D-2	3	¼	1¼	1¾	V	3	1¾	3	1½	37¾	2	F	13½	3½	¼	8	42½	2½	⅛	2	146	.....	224	32	10⅜
Menominee HT-1¼	3	¼	1	1½	V	9¼	1¾	10½	1¼	33¾	1¼	F	47⅛	2½	⅛	2	33¼	2½	⅛	2	102¾	.....	192	32	10⅜
Menominee J-3, 5	3	¼	1½	2	V	3	1¾	3	1¾	40¾	2	F	69⅛	3½	⅛	2	52	2½	⅛	2	149	.....	246	38	9
Menominee G-3½	3	¼	1¼	1¾	V	3	1¾	3	1¾	37¾	2	F	15⅝	3¾	¼	4	15⅝	3¾	¼	4	149	.....	246	36	9
Moreland RR-1	3	¼	1	1¼	V	8	1½	11¼	1½	34	1¾	F	49	2½	⅛	2	46	2½	⅛	2	108	56 ⅛	208⅜	34	.....
Moreland BX-1½	3	¼	1	1¼	V	8	1½	11¼	1½	34	1¾	F	12	3¼	¼	4	12	3¼	¼	4	108	56 ⅛	208⅜	34	.....
Moreland EX-2	3	¼	1¼	1½	V	9	1½	14	1½	42	1¾	F	12	3¼	¼	4	12	3¼	¼	4	132	79½	226¼	34	.....
Moreland AX-3	3	¼	1¼	1½	V	9	1½	13	1½	42	1¾	F	13½	3½	¼	4	13½	3½	¼	4	174	101¼	253	34	.....
Moreland RX-5	4	¼	1½	1¾	V	8	1½	14½	1½	42	2	F	15½	3¾	¼	4	15½	3¾	¼	4	192	115¼	271	38	.....
Moreland RC-Bus	3	¼	1	1¼	H	8	1½	11¼	1½	34	1½	F	49	2½	¼	2	46	2½	¼	2	156	100	256	34	7
Moreland EC-Bus	3	¼	1¼	1½	H	9	1½	13	1½	42	1½	F	13½	3½	¼	4	13½	3½	¼	4	152	102	254	34	8
Moreland AC-Bus	3	¼	1¼	1½	H	9	1½	13	1½	42	1½	F	15½	3¾	¼	4	15½	3¾	¼	4	171	114¼	271	44	7
Nash 2018-1-1½	4	⅛	1¼	1¼	....	3	1½	7¾	1¼	36	1	F	49⅛	2	⅛	2	20 ⅛	2½	⅛	1	104½	61	193	30½	9¾
Nash 3018-2-2½	4	¼	1¼	1¼	....	3	1½	.....	.....	44	1	F	50⅝	3	¼	2	20 ⅛	2½	⅛	1	118¼	65	207	31⅝	9¾
Nash 4017-2-2½	3	¼	1¼	1¼	....	7	1½	.....	.....	44	2	F	49¼	2½	¼	4	25 ⅛	2½	¼	1	117¼	85½	202½	38½	14¾
National FA-1	3	¼	1	⅛	V	17	1¼	11	1¼	44	1	F	11	3	¼	4	11	3	¼	4	97⅜	58⅜	194	34	10 ⅜
National GA-1½	3	¼	1	⅛	V	17	1¼	11	1¼	44	1	F	12	3¼	¼	4	12	3¼	¼	4	111⅜	63⅜	208	34	9½
National HD-2½	3	¼	1¼	⅛	V	12	1½	18	1½	42	1¾	F	13½	3½	¼	4	13½	3½	¼	4	123½	80½	220	34	9⅞
National NB-3½	3	¼	1½	⅛	V	10	1½	17	1½	40	1¾	F	16	3¾	¼	4	16	3¾	¼	4	142	91	243	36	8 ⅛
National OA-5	3	¼	1½	⅛	V	12	1½	18	1½	46	1¾	F	17½	4	¼	4	17½	4	¼	4	137¾	91¾	238	38	10
Nelson & LeMoon G-1	4	¼	1	⅛	V	8	1⅜	3½	1⅜	39½	1⅛	F	11½	2½	⅛	2	11½	2½	⅛	2	65	.....	.....	.....	11
Nelson & LeMoon G-1½	4	¼	1	⅛	V	8	1⅜	3½	1⅜	39½	1⅛	F	11½	3	⅛	2	11½	3	⅛	2	Opt	.....	.....	.....	11
Nelson & LeMoon G-2	4	¼	1¼	⅛	V	9	1⅜	3½	1⅜	41¼	1¼	...	12	3¼	¼	2	12	3¼	¼	2	Opt	.....	.....	.....	11
Nelson & LeMoon G-3	4	¼	1¼	⅛	V	9	1⅜	3½	1⅜	41¼	1¼	...	13½	3½	¼	2	13½	3½	¼	2	Opt	.....	.....	.....	11
Nelson & LeMoon G-4	4	¼	1¼	⅛	V	9	1⅜	3½	1⅜	41¼	1¼	...	16½	3¾	¼	2	16½	3¾	¼	2	Opt	.....	.....	.....	11
Nelson & LeMoon G-5	4	¼	1½	⅛	V	12	2	6	2	40½	2	...	18	4	¼	2	18	4	¼	2	Opt	.....	.....	.....	11
Netco DK-2	3	⅛	1¼	1⅛	V	12	1½	16	1¼	40 ⅛	1½	F	13⅛	3½	¼	4	13⅛	3½	¼	4	142	94	234½	34¼	9
Netco HL-2½-3	3	⅛	1½	1⅛	V	13	1½	16	1¼	41¼	1½	F	13⅛	3½	¼	4	13⅛	3½	¼	4	139½	93½	234½	34¼	9
Noble A-75	4	⅛	1	1⅛	V	10	1¾	12½	1¼	33½	1½	F	47	2½	¼	2	45	2½	¼	2	100	58	191	34	.....
Noble A-21-1¼	4	⅛	1	1⅛	....	10	1¾	12½	1¼	33½	1½	F	19	2	¼	4	19	2	¼	2	102	74	203	34	....
Noble B-31-2	4	⅛	1	1⅛	....	7	1⅞	16½	1¼	34¼	1⅞	F	43	2	¼	2	43	2	¼	2	126	80	221	34	.....
Noble D-51-2½	4	¼	1¼	1⅛	....	9	2	12	1¼	34¼	1⅞	F	21	2¼	¼	4	21	2¼	¼	4	...	101	207	34	.....
Noble E-71-3½	4	¼	1¼	1⅛	....	14½	2	16	1¼	34¼	1⅞	F	57	2½	¼	2	57	2½	¼	2	....	114	218	36	....
Northway B-2-2	3	⅛	1⅛	1¾	V	5¼	2¼	13⅞	1¼	46 ⅜	⅝	V	50½	2¼	¼	2	50½	2¼	¼	2	133	62	223½	33	9
Northway B-3-3½	3	⅛	1⅛	1¾	V	5¼	2¼	13⅞	1¼	46 ⅜	⅝	V	54	2½	¼	2	54	2½	¼	2	173	92	253¼	34⅝	11
Ogden A-2-1	3	⅛	1	1	H	12	2	6	2	44	¾	V	11	2½	¼	4	11	2½	¼	4	108	56	186	33¼	10⅛
Ogden D-1½	3	⅛	1	1	V	13	2	12	2	44	¾	V	10 ⅜	3	¼	4	10 ⅜	3	¼	4	120	.....	.....	33¼	.....
Ogden E-2½	3	⅛	1¼	2	V	10	1 ⅛	14	1 ⅛	30	1¼	F	52	2¼	¼	1	52	2¼	¼	1	144	.....	.....	33¼	.....
Ogden F-3½	3	⅛	1¼	2	V	11	⅛	16	1½	36	1½	F	15⅝	3¾	¼	4	10 ⅜	3¾	¼	4	168	.....	.....	37	.....
Ogden G-5	3	⅛	1½	3	V	9	2	18	2	40	2	F	11	6	¼	2	25	4	¼	4	168	.....	.....	37	.....
Old Reliable B-2½	3	⅛	1¼	1¼	....	.....	.....	.....	.....	.....	.....	...	54	2	¼	1	54	2	¼	1	144	.....	.....	32	.....
Old Reliable C-3½	3	⅛	1½	1½	....	.....	.....	.....	.....	.....	.....	...	60	2½	¼	1	60	2½	¼	1	150	.....	.....	32	.....
Old Reliable D-5	3	⅛	1½	1½	....	.....	.....	.....	.....	.....	.....	...	72	3	¼	1	72	3	¼	1	156	.....	.....	34	.....
Old Reliable K. L. M.-7	3	⅛	1½	1½	....	.....	.....	.....	.....	.....	.....	...	54	3½	¼	1	60	4	¼	1	158	.....	.....	36	....
Olympic J	4	¼	1¼	1⅝	H	12	2	11	1¼	33½	2	F	13½	3½	¼	4	13½	3½	¼	4	123	85	240	33	10
Oneida B9-2	3	⅛	1¼	1½	H	9½	1¼	9½	1¼	38½	2	F	48	2½	⅛	2	34	2½	⅛	2	114	.....	.....	34	.....
Oneida C9-2½	3	⅛	1¼	1½	H	9½	1¼	9½	1¼	38½	2	F	58	2½	⅛	2	43	2½	⅛	2	138	.....	.....	34	.....
Oneida D9-3½	3	¼	1¼	1½	H	7	1½	9½	1½	40	2	F	16	3¾	⅛	4	16	3¾	⅛	4	155¾	.....	.....	36	.....
Oneida E9-5	3	¼	1¼	1½	H	7½	1¾	9½	1½	40	2	F	18	4	⅛	4	18	4	⅛	4	177	.....	.....	38	.....
Oshkosh A-2	3	⅛	1¼	1½	H	16	2	17	2	33¼	1¼	F	23½	3½	¼	1	43½	2½	⅛	2	108	75½	189	34	.....
Oshkosh AA-2	3	⅛	1¼	1½	H	16	2	17	2	33¼	1¼	F	23½	3½	¼	1	43½	2½	⅛	2	144	110¾	224	34	.....
Oshkosh BO-2½	4	⅛	1¼	1¾	V	9¾	1½	12	1½	36½	2	F	23½	4½	⅜	1	43½	2½	⅛	2	125	85½	211	34	....
Oshkosh BBO2½	4	⅛	1¼	1¾	V	9¾	1½	12	1½	36½	2	F	23½	4½	⅜	1	43½	2½	⅛	2	144	104½	230	34	.....
Overland ½	4	⅛	1 ⅛	1⅜	H	12	2 ⅛	7¼	2 ⅛	33¼	⅜	F	31 ⅛	1½	⅛	2	27 ⅛	1¼	⅛	2	44¾	68¼	127¼	26	9½
Parker B-23	4	⅛	1	1¼	V	9	2	6	1¼	32	1½	F	42	2¾	⅛	2	42	2¾	⅛	2	94½	58½	184½	33	10
Parker E-24	3	⅛	1	1¼	V	4	1¼	16	1¼	35¼	1¼	F	47	2½	⅛	2	32¾	2½	¼	2	113½	70½	200	33	9¾
Parker G24-2½	3	¼	1¼	1½	V	19	1¾	16½	1½	38	2	F	10¾	5	¼	2	19	2½	¼	4	127	79	219	33	9⅞
Parker J24-3½	3	¼	1¼	1½	V	19	1¾	16½	1½	38	2	F	10¾	5	¼	2	19	3½	¼	4	139½	90	231½	33	11
Parker M20-5	3	¼	1½	1¾	V	14	1¾	18	1¼	40½	2	F	10¾	5	¼	2	24½	4	¼	4	145	83½	243½	37	10¼
Patriot Revere-1	3	⅛	1⅛	⅜	H	8	2	9	2	39	1¼	F	40½	1¾	⅛	1	40½	1¾	⅛	1	93	56	184	33¼	11¾
Patriot Lincoln Special-2	3	⅛	1⅛	⅜	V	6	1¼	8	1½	37	1¾	F	40½	1¾	⅛	1	40½	1¾	⅛	1	113	65	207	34	10
Patriot Washington Spl.-3	3	¼	1⅛	⅜	V	11	1½	10	2	39	2	F	58	2½	¼	1	43	2½	¼	1	150	82	246	34	10
Penn 1	4	⅛	1 ⅛	1⅜	H	12	2 ⅛	7¼	2 ⅛	33¼	⅞	F	40	1½	⅛	4	40	1½	⅛	4	89	52	178	34	9½
Penn 2	3	¼	1	....	V	8	2⅛	8	2⅛	38	1	F	50½	3	⅛	1	46¾	2	⅛	1	124	80	214	38	12

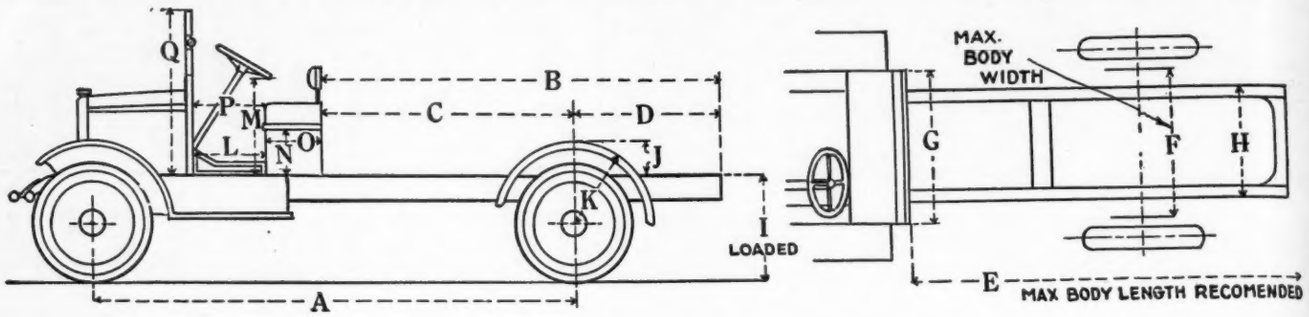
Replacement Table—Continued

NAME, MODEL AND TONNAGE	ENGINE												BRAKE LINING								FRAME				
	Piston Rings		Carburetor			Upper Hose		Lower Hose		Fan Belt			Service				Emergency				Length			Width	
	No. per Cyl.	Width	Outlet Diameter	Inlet Diameter	Vertical or Horizontal	Length	Width	Length	Width	Length	Width	Type	Length	Width	Thickness	No. of Pieces	Length	Width	Thickness	No. of Pieces	Back of Driver's Seat	Driver's Seat to Center of Rear Axle	Over All	Over All	Clearance at Lowest Point of Chassis
Perfection A	3	1/4	1	1/4	V	9	2	6	2	43 3/4	5/8	V	10 1/4	2 1/2	1/4	4	10 1/4	2 1/2	1/4	4	95 3/4	67 1/4	175	32	10 1/2
Perfection B	3	1/4	1	1/4	V	9	2	6	2	43 3/4	5/8	V	10 1/4	2 1/2	1/4	4	10 1/4	2 1/2	1/4	4	104 3/4	76 3/4	184	32	10 1/2
Perfection C	4	1/4	1 1/4	1 5/8	V	9 1/2	2	14	1 1/2	41 1/2	1 1/2	F	10	2 1/2	1/4	4	10	2	1/4	4	117 5/8	78 5/8	217	34	10 1/2
Perfection D	4	1/4	1 1/4	1 5/8	V	9 1/2	2	14	1 1/2	41 1/2	1 1/2	F	10	2 1/2	1/4	4	10	2	1/4	4	103 5/8	64 5/8	203	34	9 1/2
Perfection E	4	1/4	1 1/2	1 7/8	V	12	2	6	2	40 3/4	2	F	12	3 1/4	1/4	4	12	2 1/4	1/4	4	116 3/4	80 1/4	205	38	12 1/2
Perfection EA	4	1/4	1 1/2	1 7/8	V	12	2	6	2	40 3/4	2	F	12	3 1/4	1/4	4	12	2 1/4	1/4	4	146 3/4	110 1/4	235	38	12 1/2
Pierce Arrow XA–2	3	1/4	1 1/4	1 5/8	V	16 3/4	2 1/2	14 1/4	2 1/2	43 1/2	1 1/2	F	22 1/4	2 1/4	1/4	4	22 1/4	2 1/4	1/4	4	125 1/4	70 1/4	225	34 1/2	8 1/2
Pierce Arrow XB–3	3	1/4	1 1/4	1 5/8	V	16 3/4	2 1/2	14 1/4	2 1/2	43 1/2	1 1/2	F	22 1/4	2 1/4	1/4	4	22 1/4	2 1/4	1/4	4	125 1/4	70 1/4	225	34 1/2	8 1/2
Pierce Arrow WC–4	3	1/4	1 1/4	1 7/8	V	11	2 1/2	15 1/2	2 1/2	43 1/2	1 1/2	F	9 1/4	6	1/4	2	18	4 3/4	1/4	4	133 1/4	78 3/4	237	38 1/2	7 1/4
Pierce Arrow WD–5	3	1/4	1 1/4	1 7/8	V	11	2 1/2	15 1/2	2 1/2	43 1/2	1 1/2	F	9 1/4	6	1/4	2	18	4 3/4	1/4	4	133 1/4	78 3/4	237	38 1/2	7 1/4
Pierce Arrow RE–6	3	1/4	1 1/4	1 7/8	V	11	2 1/2	15 1/2	2 1/2	43 1/2	1 1/2	F	9 1/4	6	1/4	2	20 1/2	4 3/4	1/4	4	139 1/4	84 3/4	243	38 1/2	8 1/4
Pierce Arrow RF–7 1/2	3	1/4	1 1/4	1 7/8	V	11	2 1/2	15 1/2	2 1/2	43 1/2	1 1/2	F	9 1/4	6	1/4	2	20 1/2	4 3/4	1/4	4	139 1/4	84 3/4	243	38 1/2	8 1/4
Pierce Arrow XB–TT	3	1/4	1 1/4	1 5/8	V	16 3/4	2 1/2	14 1/4	2 1/2	43 1/2	1 1/2	F	22 1/4	2 1/4	1/4	4	22 1/4	2 1/4	1/4	4	77 1/4	48 1/4	172 1/2	34 1/2	8 1/2
Pierce Arrow WD–TT	3	1/4	1 1/4	1 7/8	V	11	2 1/2	15 1/2	2 1/2	43 1/2	1 1/2	F	9 1/4	6	1/4	2	18	4 3/4	1/4	4	77 1/4	48 3/4	173 3/4	38 1/2	7 1/4
Pierce Arrow RF–TT	3	1/4	1 1/4	1 7/8	V	11	2 3/8	15 1/2	2 1/2	43 1/2	1 1/2	F	9 1/4	6	1/4	2	20 1/2	4 3/4	1/4	4	77 1/4	48 3/4	173 3/4	38 1/2	8 1/4
Pioneer 59AA–1	3	1/4	1 1/2	1 1/2	V	13	2	12	2	35	1	F	14	1 3/4	1/4	4	14	1 3/4	1/4	4	102	.....	.....	30	.....
Pittsburgher A 1 1/2–2	3	1/4	1 1/4	1 1/4	....	6	1 1/2	12	1 1/4	37	1	F	24	2	1/4	4	24	2	1/4	4	126	74	210	.....	.....
Pittsburgher C–2 1/2–3	3	1/4	1 1/4	1 1/4	....	6	2 1/4	16	1 1/4	43	2 1/4	F	26	2	1/4	4	26	2	1/4	4	136	84	220	.....	.....
Pittsburgher D–3 1/2	3	1/4	1 1/4	1 1/4	....	6	2 1/4	16	1 1/4	43	2 1/4	F	26	2	1/4	4	26	2	1/4	4	136	84	220	.....	.....
Power 1 1/2	3	1/8	1	....	V	8	1 1/4	10	1 1/4	36	1 1/2	F	11 3/4	3 1/4	1/4	4	11	3 1/4	1/4	4	.....	.....	.....	32	10 1/2
Power F–2 1/2	3	1/4	1	....	V	8	1 1/4	12 1/4	1 1/4	36	1 1/2	F	26 1/2	2	1/4	4	26 1/4	2	1/4	4	143	.....	.....	32	12
Power C–3 1/2	3	1/4	1 1/4	....	V	9	1 1/2	12	1 1/2	36	1 1/2	F	59	2 1/4	1/4	1	45	2 1/4	1/4	1	.....	.....	.....	36	12
Rainier R31–3/4	3	1/4	1	1/4	V	9	2	6	2	43 3/4	5/8	V	11	2 1/2	1/4	4	11	2 1/2	1/4	4	86 1/2	50 3/4	181	34	11 3/4
Rainier R-29–1	3	1/4	1	1/4	V	9	2	6	2	43 3/4	5/8	V	11	2 1/2	1/4	4	11	2 1/2	1/4	4	96 1/2	57 3/4	190 1/4	34	10 1/2
Rainier R36–1 1/2	4	1/4	1	1/4	V	8	1 1/2	14	1 1/2	40	1 1/4	F	11 3/4	3 1/2	1/4	4	11	3 1/2	1/4	4	111	72 1/4	206 1/2	34	9 1/4
Rainier R28–2–2 1/2	4	1/4	1 1/4	1/4	V	9 1/2	1 1/2	14	1 1/2	42	1 1/4	F	20	2 1/4	1/4	4	20	2 1/4	1/4	4	124 3/4	80 1/2	225	33	9 1/4
Rainier R20–2 1/4–3	4	1/4	1 1/4	1/4	V	9 1/2	1 1/2	14	1 1/2	42	1 1/4	F	13	3 1/2	1/4	4	13	3 1/2	1/4	4	137 1/2	85 1/2	241 3/4	33	10
Rainier R25–3 1/4–5	4	1/4	1 1/4	1/4	V	9 1/2	1 1/2	14	1 1/2	42	1 1/4	F	15 1/2	3 3/4	1/4	4	15 1/2	3 3/4	1/4	4	157 1/2	91	263 7/8	37	8 3/4
Rainier R27–6–7	4	1/4	1 1/2	1/4	V	9 1/2	1 1/2	14	1 1/2	42	1 1/4	F	18	4	1/4	4	18	4	1/4	4	154 1/2	88	263 1/4	37	9 1/2
Red Ball	3	1/4	1 1/8	1/8	V	8	1 1/2	14	1 1/2	42	1 1/2	F	58	2 1/2	1/8	2	43	2 1/2	1/8	2	167 1/2	104 1/2	267	34	10 1/2
Reo F–2500 lbs	3	1/4	1	1 1/4	V	5 1/2	1	5 1/2	1	39 1/4	7/8	F	45 1/8	3	1/4	1	40 1/4	3	1/4	1	81 1/4	55 1/4	171	30	10 1/2
Rowe CDW–2	3	1/4	1 1/4	1/4	....	10 1/2	1 3/4	10 1/2	1 1/2	32 1/2	1 1/2	F	24	2 1/2	1/4	4	24	2 1/2	1/4	4	123	79	202 1/2	33	10 3/4
Rowe CDW–2 1/2	4	1/4	1 1/4	1/4	V	20	1 3/4	15 1/2	1 1/2	32 1/2	1 1/2	F	24	2 1/2	1/4	4	24	2 1/2	1/4	4	123	103 1/2	224	33	9 1/4
Rowe GSW–3	3	1/4	1 1/4	1/4	....	20	1 3/4	15 1/2	1 1/2	36 1/4	2	F	24	2 1/2	1/4	4	24	2 1/2	1/4	4	140	96 1/4	224	33	9 1/4
Rowe HW–4	3	1/4	1 1/4	1/4	....	20	1 3/4	15 1/2	1 1/2	36 1/2	2	F	56 1/2	2 1/2	1/4	2	56 1/2	2 1/2	1/4	2	146	96	230 1/2	36	9
Rowe FW–5	3	1/4	1 1/4	1/4	....	20	1 3/4	15 1/2	1 1/2	36 1/2	2	F	68	3	1/4	2	68	3	1/4	2	153	107 1/4	237 1/2	38 1/2	10 1/2
Ruggles 15–3/4	3	1/4	1	1/4	V	12 1/2	2	20	2	34 3/4	1 1/4	F	43 7/8	2	1/4	2	39	1 3/4	1/4	2	128	97 1/2	170	38 1/2	9 1/4
Ruggles 20R–1 1/4	3	1/4	1 1/4	1/4	V	7 1/2	2	13 1/2	1 1/4	35	1 1/2	F	48	2 1/2	1/4	2	46 5/8	2 1/4	1/4	2	96 5/8	55 5/8	186 3/4	34	11
Ruggles 20AR–1 1/4	3	1/4	1 1/4	1/4	V	7 1/2	2	13 1/2	1 1/4	35	1 1/2	F	48	2 1/2	1/4	2	46 5/8	2 1/4	1/4	2	104 1/2	65	194 3/4	34	11
Ruggles 40–2	3	1/4	1 1/4	1/4	V	7 1/2	2	13 1/2	1 1/4	35	1 1/2	F	47 1/2	2 1/2	1/4	2	33 1/4	2 1/2	1/4	2	134 1/4	75 1/2	224	34	8 1/4
Ruggles 40H–2 1/2	3	1/4	1 1/4	1/4	V	7 1/2	2	13 1/2	1 1/4	35	1 1/2	F	58	2 1/2	1/4	2	44	2 1/2	1/4	2	134 1/4	75 1/2	224	34	9 1/4
Sandow G–1	3	1/4	1 1/4	1	H	9	2	7	2	38 3/4	3/4	V	22 1/4	2 1/4	1/4	4	22 1/4	2 1/4	1/4	4	96	.....	205	34	10 1/2
Sandow C–G–1 1/2	3	1/4	1 1/4	1	H	9	2	7	2	38 3/4	3/4	V	22 1/4	2 1/4	1/4	4	22 1/4	2 1/4	1/4	4	120	.....	.....	34	10 1/2
Sandow J–2 1/2	3	1/4	1 1/2	1 1/4	V	7	1 1/4	13	1 1/4	39	1 1/8	F	11 3/4	3 1/2	1/4	4	11 3/4	3 1/2	1/4	4	Opt	.....	.....	32	10 1/4
Sandow M–3 1/2	3	1/4	1 3/4	1 1/4	V	9	1 1/2	13	1 1/4	40	1 1/8	F	13 1/2	4	1/4	4	11 3/4	3 1/2	1/4	4	Opt	.....	.....	37	11
Sandow L–5	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	13 1/2	4	1/4	4	11 3/4	3 1/2	1/4	4	Opt	.....	.....	37	11
Sanford W15–1 1/2	3	1/4	1	1	H	9	2 1/4	11	1 1/2	40	5/8	V	22 1/4	2 1/4	1/4	4	22 1/4	2 1/4	1/4	4	120	71 3/4	205 3/4	32	11
Sanford 25–2 1/2	3	1/4	1 1/4	1 1/4	V	8	1 1/2	11	1 1/2	32	1 1/4	F	22 1/4	2 1/4	1/4	4	22 1/4	2 1/4	1/4	4	144	109 1/2	238	35	9 3/4
Sanford 35–3 1/2	3	1/4	1 1/4	1 1/4	V	9	2 1/4	11	1 1/2	32	1 1/4	F	55 3/4	2 1/2	1/4	2	55 3/4	2 1/2	1/4	2	144	97 1/2	244	35	8 1/4
Sanford 50–5	3	1/4	1 1/4	1 1/4	V	9	2 1/4	11	1 1/2	32	1 1/4	F	65	2	1/4	2	65	2	1/4	2	144	97 1/2	244	35	10 1/2
Saurer 5AD–6 1/2	4	1/4	1 1/2	1 3/8	V	6	1 3/8	10	1 3/8	47 1/2	1 1/2	F	.....	.....	.....	.....	.....	.....	.....	.....	Opt	Opt	Opt	33 1/2	10
Schacht F–2	4	1/4	1 1/2	2	H	11	2	14	1 1/4	37 1/2	2	F	8 1/4	3	1/4	4	13 1/2	3	1/4	4	140	.....	.....	35 3/4	.....
Schacht F–3	4	1/4	1 1/2	2	H	11	2	14	1 1/4	37 1/2	2	F	8 1/4	3	1/4	4	13 1/2	3	1/4	4	140	.....	.....	35 3/4	.....
Schacht E–4	4	1/4	1 1/2	2	H	10 1/2	2	13 1/2	1 1/4	39 1/4	7/8	V	8 1/4	3	1/4	4	15	4	3/4	4	152	.....	.....	35 3/4	.....
Schacht E–5	4	1/4	1 1/2	2	H	10 1/2	2	13 1/2	1 1/4	39 1/4	7/8	V	8 1/4	3	1/4	4	15	4	3/4	4	152	.....	.....	35 3/4	.....
Schacht E–7	4	1/4	1 1/4	2	H	10 1/2	2	13 1/2	1 1/4	39 1/4	7/8	V	8 1/4	3 1/4	1/4	4	15	4	3/4	4	152	.....	.....	35 3/4	.....
Selden 30C	4	1/4	1	1 1/4	V	6	1 1/2	11 1/2	1 1/2	41	1 1/4	F	11 1/4	3 1/4	1/4	4	11 1/4	3 1/4	1/4	4	114	71	198 1/2	34	.....
Selden 50B	4	1/4	1	1 1/4	V	8 3/8	1 1/2	14 3/4	1 1/2	39 1/4	1 1/2	F	13	3 1/2	1/4	4	13	3 1/2	1/4	4	136	82	227 3/4	34	.....
Selden 52	4	1/4	1 1/4	1 1/4	V	8 3/8	1 1/2	16 1/4	1 1/2	40 3/8	2	F	15 5/8	3 3/4	1/4	4	15 5/8	3 3/4	1/4	4	240	161	295	52	.....
Selden 53B	4	1/4	1 1/4	1 1/4	V	11 1/2	1 1/2	16 1/4	1 1/2	40 3/8	2	F	13	3 1/2	1/4	3	13	3 1/2	1/4	4	136	82	244	34	.....
Selden 70B	4	1/4	1 1/4	1 1/4	V	8 3/4	1 1/2	16 3/4	1 1/2	40 3/8	2	F	15 5/8	3 3/4	1/4	4	15 5/8	3 3/4	1/4	4	155	91	253 1/4	37 1/2	.....
Selden 73B	4	1/4	.....	.....	V	9	1 3/4	14 3/4	1 1/2	40 3/8	2	F	.....	.....	.....	.....	.....	.....	.....	.....	155	91	.....	.....	.....
Selden 90B	4	1/4	1 1/2	1 1/4	V	7	1 3/4	16 3/4	1 1/2	40 3/8	2	F	17 1/4	4	1/4	4	17 1/4	4	1/4	4	153	89	256 1/4	37 1/2	.....
Service 25–1 1/4	3	1/4	1	1/4	V	12 1/2	1 3/4	13	1 1/4	32 3/8	1 1/2	F	20	1 3/4	1/4	4	20	1 3/4	1/4	4	106 3/4	65 3/4	203 1/2	32	9 1/4
Service 33–1 1/2	4	1/4	1	1/4	V	8	1 3/4	10	1 1/4	38	3/4	V	11	3	1/4	4	11	3	1/4	4	121	76 3/4	216 1/4	34	10 1/2
Service 42–2	4	1/4	1 1/4	1/4	V	10	2	10	1 1/4	38	3/4	V	11 3/4	3 1/4	1/4	4	11 3/4	3 1/4	1/4	4	117 3/4	81 3/4	216 1/4	34	10 3/4
Service 61–3	4	1/4	1 1/4	1/4	V	10	2	10	1 1/4	38	3/4	V	13 1/2	3 1/2	1/4	4	13 1/2	3 1/2	1/4	4	127 3/4	92 1/4	226 1/4	34	10
Service 81–4	4	1/4	1 1/4	1/4	V	10	2	11 1/2	1 1/4	40 3/4	3/4	V	15 1/2	3 3/4	1/4	4	15 1/2	3 3/4	1/4	4	144	100 1/2	245 1/4	38	8 1/2
Service 103–6	4	1/4	1 1/4	1/4	V	10	2	11 1/2	1 1/4	40 3/4	3/4	V	18	4	1/4	4	18	4	1/4	4	144	100 3/4	245 1/4	38	10
Signal NF–1	4	1/4	1 1/4	1 1/4	V	7 3/4	1 1/2	16 1/2	1 1/2	39 3/4	1 1/4	F	11 1/4	3	1/4	4	11 1/4	3	1/4	4	112	.....	.....	30 1/2	.....
Signal H–1 1/2	4	1/4	1 1/4	1 1/4	V	10	1 1/2	13 1/2	1 1/2	41	1 1/2	F	11 3/4	3 1/4	1/4	4	11 3/4	3 1/4	1/4	4	120	.....	.....	34	.....
Signal J–2 1/2	4	1/4	1 1/4	1 1/4	V	13 1/2	1 1/2	17	1 1/2	41	1 1/2	F	13 1/8	3 1/2	1/4	4	13 1/8	3 1/2	1/4	4	126	.....	.....	34	.....
Signal M–3 1/2	4	1/4	1 1/4	1 1/4	V	10	1 1/2	13 1/2	1 1/2	42 7/8	1 1/2	F	15 5/8	3 3/4	1/4	4	15 5/8	3 3/4	1/4	4	178	.....	.....	38	.....
Signal R–5	4	1/4	1 1/4	1 1/4	V	16 1/2	1 1/2	15	1 1/2	42 1/2	1 3/4	F	17 1/4	4	1/4	4	17 1/4	4	1/4	4	178	.....	.....	38	.....
Standard 75–1 1/4	3	1/4	1	1 1/4	H	10 1/2	2 1/4	14 3/4	1 1/4	39 1/4	1 1/4	F	11 3/4	2 1/2	1/4	4	11 3/4	2 1/2	1/4	4	108	62 1/2	198	32	9 1/4
Standard 1 1/2K–1–1 1/2	3	1/4	1	1 1/4	V	10 1/2	2 1/4	14 3/4	1 1/4	39 1/4	1 1/4	F	10 7/8	3	1/4	4	10 7/8	3	1/4	4	120	72 1/2	210	32	9 1/4
Standard 2 1/2K–2 1/2–3	3	1/4	1 1/4	1 1/4	V	10	1 7/8	16	1 7/8	40 7/8	1 1/2	F	13 1/4	3 1/2	1/4	4	13 1/4	3 1/2	1/4	4	132	83	220 3/4	32	12
Standard 3 1/2K–3 1/2–5	3	1/4	1 1/4	1 1/4	V	10	1 7/8	16	1 7/8	41 1/2	1 1/2	F	15 7/8	3 3/4	1/4	4	15 7/8	3 3/4	1/4	4	144	93 3/4	240	38	9 1/2
Standard 5K–5–7	3	1/4	1 1/2	1 1/4	V	8	1 7/8	3 1/2	1 7/8	42 1/4	1 1/4	F	17 1/4	4	1/4	4	17 1/4	4	1/4	4	144	93 3/4	244 1/2	38	9
Sterling 1 1/2	3	1/4	1 1/4	1/4	V	10	1 1/2	19	1 1/2	38	1 1/2	F	11 3/4	3 1/4	1/4	4	11 3/4	3 1/4	1/4	4	120	70	216	33 1/2	.....
Sterling 2	3	1/4	1 1/4	1/4	V	10	1 1/2	19	1 1/2	38	1 1/2	F	13 3/8	3 1/2	1/4	4	13 3/8	3 1/2	1/4	4	120	70	216	33 1/2	.....
Sterling 2 1/2	3	1/4	1 1/4	1/4	V	10	1 1/2	19	1 1/2	38	1 1/2	F	13 3/8	3 1/2	1/4	4	13 3/8	3 1/2	1/4	4	138	84	234	34	.....
Sterling 3 1/2	3	1/4	1 1/4	1/4	V	13 1/2	1 1/2	22	1 1/2	40 1/2	1 1/2	F	15 3/4	3 3/4	1/4	4	15 3/4	3 3/4	1/4	4	144	85	245	38	.....
Sterling 5–Worm	3	1/4	1 1/2	1/4	V	10	1 1/2	19	1 1/2	40 1/2	1 1/2	F	17 1/4	4	1/4	4	17 1/4	4	1/4	4	158	91	259	38	.....
Sterling 5–Chain E.H.D.	3	1/4	1 1/2	1/4	V	10	1 1/2	19	1 1/2	40 1/2	1 1/2	F	56 1/2	3 1/2	1/4	2	29 1/4	4	1/4	1	158	97	259	38	.....
Sterling 5–Ch. E. L. D.	3	1/4	1 1/2	1/4	V	13 1/2	1 1/2	22	1 1/2	40 1/2	1 1/2	F	56 1/2	3 1/2	1/4	2	29 1/4	4	1/4	1	158	97	259	38	.....
Sterling 7 1/2	3	1/4	1 1/2	1/4	V	10	1 1/2	19	1 1/2	40 1/2	1 1/2	F	56 1/2	3 1/2	1/4	2	29 1/4	4	1/4	1	158	97	259	38	.....
Stewart M15–1 1/4	3	1/4	.....	1	.....	.....	.....	.....	.....	.....	.....	.....	41 3/8	2	1/4	2	22 1/4	2	1/4	1	99 1/2	.....	.....	38	.....
Stewart M9–1 1/2	3	1/4	.....	1	.....	.....	.....	.....	.....	.....	.....	.....	48 1/2	2	1/4	2	8	5	1/4	2	119 1/4	.....	.....	32	.....
Stewart M7X	3	1/4	.....	1 1/4	.....	.....	.....	.....	.....	.....	.....	.....	50 5/8	2	1/4	2	8	5	1/4	2	132 3/4	.....	.....	32	.....
Stewart M10X	3	1/4	.....	1 1/2	.....	.....	.....	.....	.....	.....	.....	.....	60	3	1/4	2	8	5	1/4	2	138	.....	.....	32	.....
Stoughton C–3/4	3	1/4	1	1 1/2	V	14	2 1/2	14	2 1/2	33	1 1/2	F	56 1/2	2 1/2	1/4	2	55	2 1/4	1/4	2	92 1/2	57	182	34	10 1/2
Stoughton BJ–1 1/2	3	1/4	1 1/4	1 1/2	V	13 1/2	1 3/4	12 1/2	1 1/4	40	2	F	56 1/2	2 1/2	1/4	2	55	2 1/4	1/4	2	107	67	200	34	.....
Stoughton B–1 1/2	4	1/4	1	1 1/2	V	18	1 1/4	15	1 1/4	39 1/4	1 1/2	F	19	2	1/4	4	19	2	1/4	4	116	66	210	34	11

Replacement Table – Continued

NAME, MODEL AND TONNAGE	ENGINE												BRAKE LINING							FRAME				
	Piston Rings		Carburetor			Upper Hose		Lower Hose		Fan Belt			Service				Emergency				Length			Width	
	No. per Cyl.	Width	Outlet Diameter	Inlet Diameter	Vertical or Horizontal	Length	Width	Length	Width	Length	Width	Type	Length	Width	Thickness	No. of Pieces	Length	Width	Thickness	No. of Pieces	Back of Driver's Seat	Driver's Seat to Center of Rear Axle	Over All	Over All	Clearance at Lowest Point of Chassis
Stoughton D–2	3	¼	1¼	1⅝	V	9	1½	14	1¼	44	2	F	23	2¼	¼	4	23	2¼	¼	4	116	70	210	34	9½
Stoughton F–3	3	¼	1¼	1⅝	V	10	2	15	1¼	44	2	F	23	2¼	¼	4	23	2¼	¼	4	127	82	222	36	9⅝
Super Truck 50	3	¼	1¼	1‡‡	V	18½	1¾	19	1½	37½	1⅞	F	51½	2¼	¼	2	51½	1¼	¼	2	135	84	243	36	9¼
Super Truck 70	3	¼	1¼	1‡‡	V	18½	1¾	19	1½	37½	1⅞	F	55½	2½	¼	2	55½	2¼	¼	2	144	97⅞	249	34	10¾
Super Truck 100	3	¼	1½	1‡‡	V	6	1¾	19	1¾	42	1⅞	F	68	3	¼	2	51½	3	¼	2	144	97⅞	249	34	10
Traffic C–4000	3	‡	1	‡	H	10½	2	10½	2	41¼	1¼	F	43½	2½	‡	2	38	1¾	‡	2	120¾	67¼	213⅜	42	10⅜
Traffic 6000	3	‡	1	‡	H	10½	2	10½	2	41¼	1¼	F	52	3	‡	2	47	2	‡	2	120¾	69¾	213⅜	34	11¼
Traffic Speedboy	3	‡	1	‡	H	10½	2	10½	2	41¼	1¼	F	43½	2½	‡	2	38	1¾	‡	2	86	53⅞	174	34	11¾
Transport 15–1	3	‡	1	‡	H	10¾	2	13	2	40⅜	1¼	F	48	2½	‡	2	46⅝	2¼	‡	2	98⅛	57⅝	188	34	10
Transport 26–1½	4	‡	1	1	V	9¼	2	13	1¼	34	1¾	F	48½	2	‡	2	46½	1½	‡	2	113⅞	70¼	201	34	10
Transport 36–2	4	‡	1	1	V	10¾	2	16	1¼	33½	2	F	10¼	3½	‡	2	46½	1½	‡	2	120¼	72¾	210	34	11
Transport 61–3½	4	¼	1¼	1¼	V	9¼	2	16	1¼	35⅞	2	F	11⅞	3	‡	4	48½	2½	‡	2	127⅝	78½	218	34	11
Transport 75–5	4	¼	1¼	1¼	V	12	2	16	1¼	38	1	F	11⅞	3	‡	4	58	2½	‡	2	150⅛	93⅛	251½	36½	10½
Traylor B	4	¼	1	....	V	10	2	6	1¼	36	2	F	50	2	¼	2	50	2	¼	2	117	75	204¾	34	10
Traylor C	4	¼	1¼	....	V	12	2	12	1¼	36	2	F	50	2	¼	2	50	2	¼	2	122	73½	218¾	34	10⅛
Traylor D	4	¼	1½	....	V	12	2	12	1¼	36	2	F	50	2	¼	2	50	2	¼	2	142	76	241½	34	9¾
Traylor F	4	¼	1¼	....	V	12	2	12	1¼	36	2	F	56½	2¼	¼	2	56½	2¼	¼	2	165	92½	273¾	35	11
Triangle AA–1	3	‡	1	1	H	17	2	17	2	34	1	F	59	2½	....	2	59	2½	....	2	94	53	177	35	10
Triangle A–1½	4	¼	1	1	V	14	1¼	14½	1¼	39¼	1½	F	22½	1¼	‡	1	48	2½	‡	2	126	77½	225	34	12
Triangle B 2½	5	¼	1¼	1¼	V	9	1½	18	1¼	39¼	1½	F	7½	4	‡	2	49	2	‡	2	132	84½	217½	34	9
Triangle C–2	4	¼	1	1	V	14	1¼	14½	1¼	39¼	1½	F	7½	4	‡	2	52	3	‡	2	129	81	219⅞	34	12
Ultimate A–2	4	¼	1¼	1⅝	V	11	2	8	1¼	34	2	F	17	4½	¼	2	17	4½	¼	2	126	.....	.....	32¾	.....
Ultimate AJ2	4	¼	1¼	1⅝	V	11	2	8	1¼	34	2	F	17	4½	¼	2	17	4½	¼	2	126	.....	.....	32¾	.....
Ultimate AJL–2	4	¼	1¼	1⅝	V	11	2	8	1¼	34	2	F	17	4½	¼	2	17	4½	¼	2	150	.....	.....	32¾	.....
Ultimate AJXL	4	¼	1¼	1⅝	V	11	2	8	1¼	34	2	F	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Ultimate B–3	4	¼	1¼	1⅝	V	12	2	8	1¼	34	2	F	17	4½	¼	2	17	4½	¼	2	144	.....	.....	32¾	.....
Ultimate BL3	4	¼	1¼	1⅝	V	11	2	8	1¼	34	2	F	17	4½	¼	2	17	4½	¼	2	192	.....	.....	32¾	.....
Ultimate D–5	4	¼	1¼	1⅝	V	11	2	8	1¼	34	2	F	51	2¼	¼	2	51	2¼	¼	2	180	.....	.....	32¾	.....
Union FW–2½	3	¼	1¼	1¼	V	20	1¾	19½	1½	37¾	2	F	26	4½	¼	1	52	3	¼	1	133½	77¾	224	32	11½
Union H–4	3	¼	1¼	1¼	V	20	1¾	19½	1½	37¾	2	F	56¾	3½	¼	1	32	4½	‡	1	157½	.....	.....	34	.....
Union HW–4	3	¼	1¼	1¼	V	20	1¾	19½	1½	37¾	2	F	26	4¼	¼	1	24	4	‡	2	157½	98	264	34	13½
United Highway Spec.	3	‡	1	‡	V	14	2	19	2	34⅝	2	F	48	2½	‡	2	46⅝	2½	‡	2	92	53⅝	182	33	9¾
United 30	3	¼	1¼	‡	V	10	2	13½	2	32¾	1½	F	48	2½	‡	2	46⅝	2½	‡	2	115⅝	75⅝	206	33	10½
United 35	3	¼	1¼	‡	V	10	2	13½	2	32¾	1½	F	47‡	2½	‡	2	33¼	2½	‡	2	115⅝	76⅜	206	33	9
United 50	3	¼	1¼	‡	V	10	2	13½	2	32¾	1½	F	47‡	2½	‡	2	33¼	2½	‡	2	132⅝	80⅝	226	33	8½
United 60	3	¼	1¼	‡	V	10	2	13½	2	32¾	1½	F	57½	2½	‡	2	42½	2½	‡	2	132⅝	80⅝	226	33	8½
United 80	4	¼	1¼	‡	V	8⅝	2	13¾	1½	42	2	F	57½	2½	‡	2	42½	2½	‡	2	141⅝	81¼	237⅝	34	9⅝
U.S.U.–1¼	4	‡	1	‡	V	11½	1¾	11½	1¾	33	1¼	F	50½	2½	‡	2	20	1½	‡	4	108	70	195	32	9¾
U.S.N.–1½	3	M	1	⅛	H	11½	2	9	1¾	37	1¼	F	50½	2½	‡	2	46½	1½	‡	2	120	82	211	34	11
U.S.N.W.–23–1½–2	4	‡	1	⅛	H	10¾	1¾	11½	1¾	33	1¼	F	21	2¼	¼	4	21	2¼	‡	4	120	82	211	34	11
U.S.R.–2½–3	3	‡	1¼	⅛	H	10	1¾	10	1¾	35	1¼	F	21	2¼	¼	4	21	2¼	‡	4	144	94	241	34	9¾
U.S.S.–3½–4	3	‡	1¼	⅛	V	9	1½	8	1½	37	1¼	F	21	4	¼	4	21	3	¼	4	156	104	258	36	9
U.S.T. 5–7	4	¼	1½	¼	V	15	2	13	1½	38¾	2	F	62	3	¼	4	33	4	¼	1	168	103	278	36	10½
U.S.S.Spec. 4–5	3	¼	1¼	¼	V	9	1½	8	1½	37	1¼	F	21	4	¼	4	21	3	¼	4	156	.....	.....	36	.....
Wachusett S–1	3	‡	1¼	‡	V	9½	1¼	11	1¼	31½	1¼	F	11¼	2½	¼	2	11¼	2½	¼	2	115	74	212	33	.....
Wachusett J–1½	4	‡	1¼	‡	V	10	1½	10½	1½	36	1¼	F	11	3	¼	2	11	3	¼	2	121	76	212	33	.....
Wachusett K2	4	‡	1¼	‡	V	11	1½	11	1½	40½	1¼	F	11¾	3¼	¼	2	11¾	3¼	¼	2	145	78	240	33	.....
Wachusett L2½	4	¼	1¼	‡	V	10	1½	11	1½	41½	1¼	F	13½	3½	¼	2	13½	3½	¼	2	144	94	241	33	.....
Walker 15	...	...	...	...	...	...	...	...	...	...	...	...	45½	2½	‡	2	16	2	‡	4	90	.....	.....	32	.....
Walker P3½	...	...	...	...	...	...	...	...	...	...	...	...	53¼	3	‡	2	19¼	2½	¼	4	140	.....	.....	35	.....
Walker N5	...	...	...	...	...	...	...	...	...	...	...	...	53¼	3	¼	2	19¼	2½	¼	4	162	.....	.....	35	.....
Walker 22	...	...	...	...	...	...	...	...	...	...	...	...	45½	2½	‡	2	16	2	‡	4	99	.....	.....	32	.....
Walker 42	...	...	...	...	...	...	...	...	...	...	...	...	53¼	3	¼	2	19¼	2½	¼	4	120	.....	.....	32	.....
Walker Johnson A–2	3	‡	1	1	V	11¼	2	7½	1¾	37	1	F	12	3¼	¼	4	12	3¼	¼	4	120	.....	.....	32	.....
Walker Johnson B3	4	¼	1¼	1¼	V	10	2	8	1¼	33½	1¼	F	13	3½	¼	4	13	3¼	¼	4	117	.....	.....	32	.....
Walter S–5	3	¼	1½	2	V	10	1½	18	1½	39	1½	F	15	5	¼	4	57	2½	¼	2	133	.....	.....	32	.....
Ward LaFr'e 2B–2½–3½	3	¼	1¼	1½	V	7	1½	16	1½	41½	1½	F	13	3½	¼	4	13	3½	¼	4	150	.....	.....	32½	.....
Ward LaFrance 4A–3½–5	3	¼	1¼	1½	V	8½	1½	18	1½	41½	1½	F	15½	3¾	¼	4	15½	3¾	¼	4	137½	.....	.....	36	.....
Ward LaFrance 5A–5–7	3	¼	1½	1¼	V	9¼	1½	18	1½	41½	1½	F	18	4	¼	4	18	4	¼	4	170‡	.....	.....	33	.....
White 15A–Taxi	3	¼	1	1‡‡	V	7¼	1	6½	1¼	38	1¼	F	46	2½	¼	2	41‡	2½	‡	2	55¾	43½	149¼	34	8‡
White 15–¾	3	¼	1	1‡‡	V	7¼	1	6½	1¼	38	1¼	F	46	2½	‡	2	41‡	2½	‡	2	85½	58	179	34	9‡
White 15–45–¾	3	¼	1	1‡‡	V	7¼	1	7½	1¼	38	1¼	F	53⅞	2½	‡	2	50⅞	2½	‡	2	85½	57⅞	189	34	9‡
White 20–2	3	¼	1	2	V	13½	1½	12	1½	40⅝	2	F	55½	3½	¼	2	50⅞	3½	‡	2	98	70	191½	34	9‡
White 20–D–2	3	¼	1	1‡‡	V	7¼	1	7½	1¼	38	1¼	F	55½	3½	¼	2	50⅞	3½	‡	2	146	92½	239½	34	9‡
White 20–45–2	3	¼	1	1‡‡	V	7¼	1	7½	1¼	38	1¼	F	55½	3½	¼	2	50⅞	3½	‡	2	98	70	191½	34	9‡
White 50A–Bus	3	¼	1	2	V	13½	1½	12	1½	40⅝	2	F	11⅜	5	¼	4	50⅞	3½	‡	2	107½	82	214¼	34	9‡
White 40–3½	3	¼	1	2	V	13½	1½	12	1½	45¾	2	F	55⅛	3½	¼	2	24½	3½	‡	4	168	112	274¾	34	9‡
White 40–D–3½	3	¼	1	2	V	13½	1½	12	1½	45¾	2	F	11⅜	5	‡	4	25⅞	5	‡	4	164	106½	267½	42½	10¾
White 45–5	3	¼	1	2	V	13½	1½	12	1½	45¾	2	F	11⅜	5	‡	4	25⅞	5	‡	4	118	88½	222½	42½	10¾
White 45–D–5	3	¼	1	2	V	13½	1½	12	1½	45¾	2	F	11⅜	5	‡	4	25⅞	5	‡	4	164	106½	267½	42½	11
Wilcox AA–1	3	¼	1	....	V	....	....	....	....	....	....	...	47‡	2½	‡	2	33¼	2½	‡	2	119	88½	222½	42½	11
Wilcox B–1½	3	¼	1¼	....	V	....	....	....	....	....	....	...	47‡	2½	‡	2	33¼	2½	‡	2	96	.....	.....	34	.....
Wilcox C–2½	3	¼	1¼	....	V	....	....	....	....	....	....	...	57½	2½	‡	2	42½	2½	‡	2	132	.....	.....	33	.....
Wilcox E–3½	3	¼	1¼	....	V	....	....	....	....	....	....	...	57½	2½	‡	2	42½	2½	‡	2	141	.....	.....	33	.....
Wilcox F–5	3	¼	1¼	....	V	....	....	....	....	....	....	...	69⅝	3½	¼	2	52	3½	¼	2	156	.....	.....	33	.....
Wichita K–1	3	¼	1⅛	1⅛	V	18½	1¼	12	1¼	52¾	1½	F	19½	2	‡	4	19½	2	‡	4	148½	.....	.....	36	.....
Wichita M–2	3	¼	1⅛	1⅛	V	18½	1¼	12	1¼	52¾	1½	F	49	2	‡	2	49	2	‡	4	127½	.....	.....	32	.....
Wichita R–2½	3	¼	1⅛	1⅛	V	18½	1¼	12	1¼	52¾	1½	F	54	2¼	‡	2	54	2¼	‡	2	126½	.....	.....	30	.....
Wichita RX–2½	3	¼	1⅛	1⅛	V	18½	1¼	12	1¼	52¾	1½	F	54	2¼	‡	2	54	2¼	‡	2	126½	.....	.....	30	.....
Wichita O–3½	3	¼	1¼	1⅛	V	11	1½	11	1½	40	1½	F	56½	2½	‡	2	56½	2½	‡	2	130	.....	.....	30	.....
Wichita S–5	3	¼	1½	1¼	V	11	1½	11	1½	40	1½	F	66	3	¼	2	66	3	¼	2	152½	.....	.....	30	.....
Wisconsin 2 (Loganville)	3	¼	1½	1¼	V	11	1½	11	1½	40	1½	F	58	2½	‡	2	56½	2½	¼	2	163½	.....	.....	36	.....
Wisconsin 2½ (Loganville)	3	‡	1¼	1¼	H	17	2	17	2	34	¾	F	58	2½	‡	2	56½	2¼	¼	2	114	.....	.....	34	.....
Witt-Will P–2	3	‡	1¼	1¼	V	12	1½	10	1¼	40	¾	F	58	2½	‡	2	56½	2¼	‡	2	120	.....	.....	32	.....
Witt-Will S8–3	3	‡	1¼	1¼	V	8	1½	12	1¼	31	1¼	F	48	3¼	¼	4	48	3¼	¼	4	....	78	223	32	10
Witt-Will N–1½	3	‡	1¼	1¼	V	8	1½	12	1¼	41	1½	F	52	3½	¼	4	52	3½	¼	4	156	108	242	32	10
Witt-Will S–2½	3	‡	1¼	1¼	V	8	1½	12	1¼	41	1½	F	48	3¼	¼	4	48	3¼	¼	4	137	78	226	32	10
													52	3½	¼	4	52	3½	¼	4	137	78	226	32	10
Yellow Cab M22—¾	3	‡	1	1½	V	8¼	2	10⅛	2	38½	⅝	V	49	2½	¼	2	45	2½	¼	2	60	.....	.....	43	.....
Yellow Cab M42–1¼	3	‡	1	1½	V	8¼	2	10⅛	2	38½	⅝	V	21¾	3	¼	4	11	3	¼	2	92	.....	.....	32	.....
Yellow Cab Express	3	‡	1	1½	V	8¼	2	10⅛	2	38½	¾	V	21¾	2½	¼	4	11	2½	¼	2	88	55	155¾	34½	.....

Table of Chassis Dimensions for Body Builders



Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight Recom'd Lb.
Abbott Downing Truck and Body Corp., Concord, N. H. (Concord)																			
E	1	135	109	63⅛	45⅞	120	42	54	32¼	32	....	....	25	30	13	20	25	....	....
G	2	140	123	75⅝	42⅝	144	46	60	32¼	34	....	....	25	32	14	20	25	....	....
J	2½	140	123	75⅝	42⅝	144	46	60	32¼	34	....	....	25	32	14	20	25	....	....
JL	2½-3	170	153¼	95	58¼	180	46	60	32¼	34	....	....	25	32	14	20	25	....	....
Acason Corp., Detroit, Mich.																			
K2	2	166	154	92	62	...	..	..	35	36	....	....	....	....	....	....	....	....	....
K3	3	166	154	92	62	...	..	..	35	36	....	....	....	....	....	....	....	....	....
K4	4	180	164	103¾	60	...	..	..	35	36	....	....	....	....	....	....	....	....	....
Acme Motor Truck Co., Cadillac, Mich.																			
20-L	1-1½	136	106⅝	61⅛	45½	108	46	57½	34	33	....	....	23¾	....	14¼	21⅛	23¾	....	1000
40	2	141	121	72	49	132	46	57½	34	30¾	....	....	23¾	....	14¼	21⅛	23¾	....	1400
40-L	2	147	121⅞	72⅞	49	132	46	57½	34	31¾	....	....	23¾	....	14¼	21⅛	23¾	....	1400
60	3	152	130⅞	77⅞	53	144	46	57½	34	32¼	....	....	23¾	....	14¼	21⅛	23¾	....	1600
60-L	3	156	139 1/32	77⅞	61 3/32	144	46	57½	34	33¼	....	....	23¾	....	14¼	21⅛	23¾	....	1600
90	4½	168	149¼	94¼	55	156	49	60	36	36¾	....	....	23¾	....	14¼	21⅛	23¾	....	2000
90-L	4½	176¾	152¾	95¾	57	156	49	60	37	37¼	....	....	23¾	....	14¼	21⅛	23¾	....	2000
125	6¼	179¾	158¾	98¾	60	168	53	60	37	39	....	....	23¾	....	14¼	21⅛	23¾	....	2500
American La France Fire Engine Co., Elmira, N. Y.																			
5-R1546	3½	164⅝	144¼	89⅞	54⅝	...	..	..	35 15/16	34	11 13/16	....	27½	....	....	20	27½	....	....
5-R1546	3½	178⅝	168¼	103⅞	64⅝	...	..	..	35 15/16	34	11 13/16	....	27½	....	....	20	27½	....	....
5-R1546	3½	188⅝	192¼	113⅞	88⅝	...	..	..	35 15/16	34	11 13/16	....	27½	....	....	20	27½	....	....
5-R1546	3½	199⅝	210¼	124⅞	85⅝	...	..	..	35 15/16	34	11 13/16	....	27½	....	....	20	27½	....	....
5-R1546	5	165	144¼	90¼	54	...	..	..	36	37½	....	....	27½	....	....	20	27½	....	....
5-R1546	5	179	168¼	104¼	64	...	..	..	36	37½	....	....	27½	....	....	20	27½	....	....
5-R1546	5	189	192¼	114¼	78	...	..	..	36	37½	....	....	27½	....	....	20	27½	....	....
5-R1546	5	200	210¼	125¼	85	...	..	..	36	37½	....	....	27½	....	....	20	27½	....	....
5-R1530	3½	146⅛	104¾	71⅜	33⅝	...	..	..	35 13/16	34	....	....	....	....	....	....	....	....	....
5-R1530	5	146½	104¾	71¾	33½	...	..	..	36	37½	....	....	....	....	....	....	....	....	....
5-R1530	5	154½	123½	80	43½	...	..	..	36	37½	....	....	....	....	....	....	....	....	....
2-R1257	2	160¾	132	81 1/16	50 11/16	...	..	..	33	33½	10¾	....	26	....	....	20	26	....	....
2-R1257	2	177¾	156	98 1/16	57 11/16	...	..	..	33	33½	10¾	....	26	....	....	20	26	....	....
2-R1257	2	189¾	180	110 1/16	69 11/16	...	..	..	33	33½	10¾	....	26	....	....	20	26	....	....
2-R1257	2	143 1/16	95⅝	63⅝	32	...	..	..	33	33½	10¾	....	26	....	....	20	26	....	....
O. Armleder Motor Truck Co., Cincinnati, O.																			
21	1½	148	118½	67¾	50¾	126	48	50	32	28⅞	....	....	25	34	15½	20	25	....	1200
HW	2½	148	121 13/16	74 1/16	47¾	132	48	50	32	30	....	....	25	34½	15½	20	25	....	1500
HW	2½	166	139 13/16	92 1/16	47¾	156	48	50	32	30	....	....	25	34½	15½	20	25	....	1500
KW	3½	156	138 1/16	89 11/16	48⅜	144	49	50	36	35⅞	....	....	24 3/16	32	15½	20	24 3/16	....	2000
KW	3½	186	168 1/16	119 11/16	48⅜	174	49	50	36	35⅞	....	....	24 3/16	32	15½	20	24 3/16	....	2000
50	2½	152	133	77⅞	55⅝	144	45	58	32	31⅛	....	....	24¾	33	15½	20⅛	24¾	....	1500
50	2½	170	157	95⅞	61⅝	168	45	58	32	31⅛	....	....	24¾	33	15½	20⅛	24¾	....	1500
Atterbury Motor Car Co., Buffalo, N. Y.																			
20R	1½	144	122⅛	72⅞	49¼	138	66	51	34	31	....	....	25¼	....	17	19	25¼	....	1250
22C	2½-3	156	129¼	78⅜	50½	156	72	60	34	33⅝	....	....	25¼	....	18	21	25¼	....	2000
22D	3½-4	174	142¾	93¼	49½	168	78	60	37½	36½	....	....	25¼	....	18	21	25¼	....	2500
8E	5-6	167½	157⅞	80⅞	77	156	78	57	37½	38 7/16	....	....	25¼	....	18	21	25¼	....	2500
22C	2½-3	180	165¼	102¾	62½	168	72	60	34	33⅝	....	....	25¼	....	18	21	25¼	....	2000
22D	3½-4	150	101¼	69¼	31	...	..	60	37½	36½	....	....	25¼	....	18	21	25¼	....	2000
22D	3½-4	198	190¾	117¼	73½	210	78	60	37½	36½	....	....	25¼	....	18	21	25¼	....	2500
8E	5-6	192	192	105⅜	86⅝	204	78	57	37½	38 7/16	....	....	25¼	....	18	21	25¼	....	2500
Autocar Co., Ardmore, Pa.																			
26-M	4-6	120	140	80¾	59¼	156	72	55	34⅛	35⅜	....	....	24¼	26¾	18½	33	24¼	....	....
26-L	4-6	156	176	116¾	59¼	204	84	55	34⅛	35¼	....	....	24¼	26¾	18½	33	24¼	....	....
25-LA	4-6	192	214	152¾	61¼	240	84	55	34⅛	37¼	....	....	24¼	26¾	18½	33	24¼	....	....
27-H	2-3	114	131½	76	55½	168	78	55	34⅛	31⅝	....	....	22½	28½	19	33	22½	....	....
27-K	2-3	138	155½	100	55½	180	84	55	34⅛	31½	....	....	22½	28½	19	33	22½	....	....
27-KA	2-3	162	179½	124	55½	204	84	55	34⅛	31⅜	....	....	22½	28½	19	33	22½	....	....
21-F	1½-2	97	91	67	24	114	49	55½	34	31⅛	10	24	25	27¼	16½	27⅝	25	....	....
21-G	1½-2	120	114	90	20	144	49	55½	34	31	10	24	25	27¼	16½	27⅝	25	....	....
Available Truck Corp., Chicago, Ill.																			
H-1½	...	147	120	78⅞	41⅛	...	39	40¼	32	29½	....	....	....	30⅛	....	21	28½	....	....
H-2½	...	153	144	84	59⅛	...	39	40¼	32	34¼	....	....	....	30⅛	....	21	28½	....	....
H-3½	...	179½	156	107¾	58¼	...	43¾	36¼	36	33	....	....	....	30⅛	....	21	32	....	....
H-5	...	188	168	112 7/16	55 9/16	...	46	50¼	38	38	....	....	....	32⅝	....	21	32	....	....
Bessemer Motor Truck Co., Grove City, Pa.																			
G	1-1½	124	98¼	58½	39¾	105	41	35½	34	28½	FN	FN	24	28	17	20½	24	WN	900
H-2	1½-2	144	116	76	40	144	44	35½	34	29½	....	....	24	28	17	20½	24	....	1050
J-2	2½-3	158	142⅜	97¼	50⅛	158	46	35½	34	30 1/16	....	....	27	26	17	20½	24	....	1350
K-2	4-5	156	132½	89	43½	156	58	50	38	35⅞	....	....	24⅞	27	17	20½	24	....	1700
K-2	4-5	175	157½	108	49½	175	58	50	38	35⅞	....	....	24⅞	27	17	20½	24	....	1700
Bethlehem Motor Corp. of N. Y., Allentown, Pa.																			
KN	1	125	89¼	58 3/16	30 11/16	...	37½	48	32 1/16	29¼	....	....	15¾	....	....	20	16	....	....
GN	2	137½	116¾	....	....	115½	40½	..	34½	33	....	....	....	....	....	....	....	....	....
HN	3	145	134¾	....	....	132½	40¼	..	34½	36	....	....	....	....	....	....	....	....	....
Betz Motor Truck Co., Hammond, Ind.																			
J-3	1	135	112	62	50	112	47	54	34	30	6	22	25	29	13	18	26	54	750
F-3	1½	140	118	68	50	130	47	54	34	32	7	25	25	29	13	18	26	54	1050
D-3	2½	168	146	85	61	158	47	56	34	35	7½	27	25	29½	13	18	26	54	1200

Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight Recom'd Lb.
Brockway Motor Truck Co., Cortland, N. Y.																			
S-5	1½	140¾	118¼	72	46¼	132	44	54	32	29½	10	....	26¾	27½	15	19	24½	....	1200
K-5	2½	153	140½	127	....	156	44	54	34	34	6	....	26¾	32½	18½	20	23½	....	1500
R-4	3½	164	175	102¾	72¼	187	47¼	60	36	37½	3	....	26¾	31	18½	20	23½	....	2000
T-4	5	174	176	104½	71½	192	49	60	36	37¾	8	....	26¾	30¾	17½	20	25½	....	2500
E-2	1	135	96	58	38	102	46	50	36	30	12¾	24½	26¾	30¼	15½	20½	26½	54	1000
Buffalo Truck and Tractor Corp., Clarence, N. Y.																			
10	2	140	106¼	65¼	41	120	..	56	34	32½	....	....	25¾	30	17	20¾	25¾	....	1000
10	2	155	121¼	80¼	41	144	..	56	34	32½	....	....	25¾	30	17	20¾	25¾	....	1000
12	3	155	121¼	80¼	41	144	..	56	34	34	....	....	25¾	30	17	20¾	25¾	....	1500
12	3	180	171¼	105¼	66	180	..	56	34	34	....	....	25¾	30	17	20¾	25¾	....	1500
30	3½	155	123¼	82¾	40½	144	..	56	34	36	....	....	25¾	30	17	20¾	25¾	....	2000
30	3½	167	144¼	94¾	49½	156	..	56	34	36	....	....	25¾	30	17	20¾	25¾	....	2000
30	3½	180	167¼	107¾	59½	192	..	56	34	36	....	....	25¾	30	17	20¾	25¾	....	2000
Casco Motors Inc., Sanford, Me.																			
A	1	130	104	61	43	104	41	51	34	28½	7½	26	23	29½	20½	22	23	57	1100
B	1½	170	142	98	44	142	41	51	34	28½	8½	28	23	29½	20½	22	23	57	1100
C	1½	130	104	61	43	104	41	51	34	28½	7½	26	23	29½	20½	22	23	57	1100
D	2	170	142	98	44	142	41	51	33	28½	8½	28	23	29½	20½	22	23	57	1200
Chevrolet Motor Co., Detroit, Mich.																			
Commercial	¾	102⅝	52⅜	31 13/32	20 31/32	...	..	31 7/32	....	....	....	....	24⅝	21⅞	....	....	25¼	42⅝	....
Utility	1	120	...	...	35 5/16	...	..	..	....	29	....	....	26½	25	9¾	12⅞	26½	....	....
Chicago Motor Truck Inc., Chicago, Ill.																			
20	2	157½	134⅜	87⅞	47	144	..	47¾	32	31¾	4¼	....	26	31	....	18½	26	27¼	....
25	2½	157½	134⅜	87⅞	47	144	..	47¾	32	33	3	....	26	31	....	18½	26	27¼	....
27	2½	121½	85 7/16	51 7/16	33⅞	84	..	47¾	32	33	3	....	26	31	....	18½	26	27¼	....
30	2½	164¾	156 7/16	90	66¼	168	..	38¾	32	34	6	....	26	31	....	18½	26	30	....
35	3½	172	183½	97½	84	168	..	47¾	36¾	34½	1½	....	26	31	....	18½	26	30	....
50	5	173	188 1/16	100 1/16	88	168	..	47¾	36¾	34½	1½	....	26	31	....	18½	26	30	....
Clinton Motors Corp., Reading, Pa.																			
20	1¼	150	112	74	38	120	46	48	34	27	....	....	26	28½	18	20¼	26	....	1350
45S	2	147	100	66	34	108	45½	48	33¼	30	....	....	26	32	18	20¼	26	....	2125
45L	2	162	131	81	50	144	45½	48	33¼	30	....	....	26	32	18	20¼	26	....	2125
65S	3	166	120	84	36	132	43	55	33¼	30½	....	....	26	30½	18	20¼	26	....	2275
65L	3	184	166	102	64	174	43	55	33¼	30½	....	....	26	30½	18	20¼	26	....	2275
90S	4	172	120	87	33	132	47½	55	38	32	....	....	26	30	18	20¼	26	....	2590
90L	4	190	163	105	58	174	47½	55	38	32	....	....	26	30	18	20¼	26	....	2590
120S	7	180	130½	91	39½	144	50	60	38	37	....	....	26	30	18	20¼	26	....	3000
120L	5	204	206½	115	91½	220	50	60	38	35	....	....	26	30	18	20¼	26	....	3000
Clydesdale Truck Co., Clyde, O.																			
10A	1½	137	109	62	47	...	50	..	34	....	11	....	22	30	....	24	22	....	....
10A	1½	153	109	78	31	...	50	..	34	28½	11	....	22	30	....	24	22	....	....
10	1½	138	109	63	46	...	50	..	34	....	11	....	22	30	....	24	22	....	....
10	1½	154	109	79	30	...	50	..	34	28½	11	....	22	30	...	24	22	....	....
9	2	148	120	72	48	...	49	..	33¼	....	10¾	....	22	30	....	24	22	....	....
9	2	160	144	84	60	...	49	..	34½	....	10¾	....	22	30	....	24	22	....	....
8	3¼	170	142¼	88¼	54	...	51	..	33¼	....	10¾	....	25	33¾	....	21	25	....	....
8	3¼	156	118¼	74¼	44	...	51	..	34½	33	10¾	....	25	33¾	....	21	25	....	....
6X	3¼	180	168½	101	67½	...	..	..	33¼	....	10	....	24	33¾	....	22	24	....	....
6X	3¼	163	134	84	50	...	..	..	33¼	....	10	....	24	33¾	....	22	24	....	..
6	4¼	180	166½	99	67½	...	..	..	33¼	....	10	....	24	33¾	....	22	24	....	....
6	4¼	163	132	82	50	...	..	..	33¼	....	10	....	24	33¾	....	22	24	....	....
4X	6½	197	166½	116	50½	...	..	..	38	....	11	....	24	33¾	....	22	24	....	....
4X	6½	177	143	96	47	...	..	..	38	....	11	....	24	33¾	....	22	24	....	....
4	6½	197	159½	109	59½	...	..	..	38	....	11	....	24	33¾	....	22	24	....	....
4	6½	177	136	89	47	...	..	..	38	....	11	....	24	33¾	....	22	24	....	....
2	9½	204	207	116	91	...	..	..	38	....	10	....	24	33¾	....	22	24	....	....
2	9½	176	131	88	43	...	..	..	38	....	10	....	24	33¾	....	22	24	....	....
Commerce Motor Truck Co., Ypsilanti, Mich.																			
25A	2½	144	105	72	33	123	64	54¾	34	31	....	....	25	30¾	18	20	26	....	1500
25B	2½	156	132	84	48	150	64	54¾	34	31	....	....	25	30¾	18	20	26	....	1500
25C	2½	176	152	104	48	170	64	54¾	34	31	....	....	25	30¾	18	20	26	....	1500
25D	2½	198	186	126	60	204	64	54¾	34	31	....	....	25	30¾	18	20	26	....	1500
14B	1½	146	117	75	42	135	64	54¾	34	28½	....	....	25	30¾	18	20	26	....	1000
14C	1½	160	129	89	40	147	64	54¾	34	28½	....	....	25	30¾	18	20	26	....	1000
Corbitt Motor Truck Co., Henderson, N. C.																			
S	¾	130	103	59	44	108	48	48	34	34	10	27	23	....	18	18	24	....	800
E	1	130	104	62	42	114	48	48	34	34	8	25	23	....	18	18	24	....	900
D	1½	140	110	72	38	120	48	48	34	34	8	25	23	....	18	18	24	....	1050
C	2	148	132	78	54	144	50	48	35	35	8	26	23	....	18	18	24	....	1200
B	2½	152	136	78	54	144	50	48	35	32½	8	26	23	....	18	18	24	....	1350
R	3	160	153	92	61	156	50	48	35	32½	8	26	23	....	18	18	24	....	1500
A	3½	172	168	106	62	180	54	48	35	35	8	26	26	....	18	18	27	....	1600
Day-Elder Motors Corp., Newark, N. J.																			
AN	1½	128	107	63	44	120	45	53	35	31	....	....	21⅝	29	13¾	20⅜	21⅝	27⅜	1200
BN	2	144	120	79	41	126	46	53	34	31	....	....	21⅝	29	13¾	20⅜	21⅝	27⅜	1200
DN	2½	144	132	73	59	132	46	53	34	31	....	....	21⅝	29	13¾	20⅜	21⅝	30¼	1500
DN	2½	168	156	97	59	156	45	53	34	33	....	....	21⅝	29	13¾	20⅜	21⅝	30¼	1500
CN	3	150	123	77	46	132	44	53	35	33	....	....	21⅝	29	13¾	20⅜	21⅝	30¼	2000
CN	3	165	147	92	55	156	44	53	35	33	....	....	21⅝	29	13¾	20⅜	21⅝	30¼	2000
FN	4	156	120	82	38	132	47	53	35	33	....	....	21⅝	29	13¾	20⅜	21⅝	30¼	2000
FN	4	165	148	91	57	156	47	53	35	33	....	....	21⅝	29	13¾	20⅜	21⅝	30¼	2000
FN	4	180	166	106	60	180	47	53	35	33	....	....	21⅝	29	13¾	20⅜	21⅝	30¼	2000
EN	5-6	162	121	86	35	132	49	57	37	40	....	....	23	33	16	20⅜	23	32	2500
EN	5-6	170	154	94	60	168	49	57	37	40	....	....	23	33	16	20⅜	23	32	2500
Defiance Motor Truck Co., Defiance, O.																			
G2	1¼	128	90	56	34	114	44	50	34	28¾	....	....	25¼	28½	15	28¾	25¼	....	....
GL-2	1¼	140	119½	76½	43	138	44	50	34	28¾	....	....	25¼	28½	15	28¾	25¼	....	....
D-2	1½	140	119½	76½	43	138	44	50	34	31¼	....	....	25¼	29	15	18¾	25¼	....	....
E-2	2	140	119½	76½	43	138	44	50	34	30	....	....	25¼	29	15	18¾	25¼	....	....
EL-2	2	157	136½	93½	43	156	44	50	34	30	....	....	25¼	29	15	18¾	25¼	....	....
H2	3	157	125¾	82¾	43	144	44	50	34	32	....	....	25¼	28½	15	18¾	25¼	....	....
HL-2	3	175	143¾	100¾	43	162	44	50	34	32	....	....	25¼	28½	15	18¾	25¼	....	....
H3	3	135	101¾	66¾	35	102	44	50	34	33⅛	....	....	25¼	28½	15	18¾	25¼	....	....
Diamond T. Motor Car Co., Chicago, Ill.																			
03	1	144	123¼	70¼	53	...	..	..	34	32⅛	8⅞	....	25½	29¼	14	20	25½	....	....
03	1	160	132	86¼	45¾	...	..	..	34	32⅛	8⅞	....	25½	29¼	14	20	25½	....	....
03	1	132	100	58¼	41¾	...	..	..	34	32⅛	8⅞	....	25½	29¼	14	20	25½	....	....
03	1	170	156	96¼	59¾	...	..	..	34	32⅛	8⅞	....	25½	29¼	14	20	25½	....	....
T	1½	170	156	96¼	59¾	...	..	..	34	31⅞	9⅝	....	25½	29¼	14	20	25½	....	....
T	1½	144	123¼	70¼	53	...	..	..	34	31⅛	9⅝	....	25½	29¼	14	20	25½	....	....
T	1½	180	...	106¼	..	...	..	..	34	31⅛	9⅝	....	25½	29¼	14	20	25½	....	....
T	1½	160	132	86¼	45¾	...	..	..	34	31⅛	9⅝	..	25½	29¼	14	20	25½	....	....

Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight Recom'd Lb.
U2	2½	170	156	96¼	59¾	...	..	..	34	31¼	9¾	....	25½	29¼	14	20	25½	....	....
U2	2½	144	123¼	70¼	53	...	..	..	34	31¼	9¾	....	25½	29¼	14	20	25½	....	....
U2	2½	180	...	106¼	..	...	..	..	34	31¼	9¾	....	25½	29¼	14	20	25½	....	....
U2	2½	190	...	116¼	..	...	..	..	34	31¼	9¾	....	25½	29¼	14	20	25½	....	....
U2	2½	160	132	86¼	45¾	...	..	..	34	31¼	9¾	....	25½	29¼	14	20	25½	....	....
K	3½	160	...	83	..	...	..	..	37	36	....	....	27¼	29¾	14	18½	27¼	....	....
K	3½	170	143	93	50	...	..	..	37	36	....	....	27¼	29¾	14	18½	27¼	....	....
K	3½	190	180	113	67	...	..	..	37	36	....	....	27¼	29¾	14	18½	27¼	....	....
K	3½	200	180	123	57	...	..	..	37	36	....	....	27¼	29¾	14	18½	27¼	....	....
K	3½	180	155	93	62	...	..	..	37	36	....	....	27¼	29¾	14	18½	27¼	....	....
K	3½	210	...	133	..	...	..	..	37	36	....	....	27¼	29¾	14	18½	27¼	....	....
EL	5	160	...	83	..	...	..	..	37	38⅛	6⅞	....	27¼	29¾	14	18½	27¼	....	....
E1	5	170	143	93	50	...	..	..	37	38⅛	6⅞	....	27¼	29¾	14	18½	27¼	....	....
E1	5	190	180	113	67	...	..	..	37	38⅛	6⅞	....	27¼	29¾	14	18½	27¼	....	....
E1	5	200	180	123	57	...	..	..	37	38⅛	6⅞	....	27¼	29¾	14	18½	27¼	....	....
E1	5	180	155	103	52	...	..	..	37	38⅛	6⅞	....	27¼	29¾	14	18½	27¼	....	....
E1	5	210	...	133	..	...	..	..	37	38⅛	6⅞	....	27¼	29¾	14	18½	27¼	....	....
E1	5	160	...	78¾	..	...	..	..	37	38⅛	6⅞	....	28⅜	30¾	14	18½	28⅜	....	....
E1	5	190	175⅜	108⅜	67	...	..	..	37	38⅛	6⅞	....	28⅜	30¾	14	18½	28⅜	....	....
E1	5	170	156⅜	88⅜	68	...	..	..	37	38⅛	6⅞	....	28⅜	30¾	14	18½	28⅜	....	....
S	5	200	...	118⅜	..	...	..	..	37	38⅛	6⅞	...	28⅜	30¾	14	18½	28⅜	....	....
S	5	180	156⅜	98⅜	58	...	..	..	37	38⅛	6⅞	...	28⅜	30¾	14	18½	28⅜	....	....
S	5	210	...	128⅜	..	...	..	..	37	38⅛	6⅞	...	28⅜	30¾	14	18½	28⅜	....	....
03	1	119½	77	45¾	31¼	...	..	..	34	36	8⅞	....	24¾	30¾	14	20	24¾	....	....
T	1½	119½	77	45¾	31¼	...	..	..	34	36	9⅝	....	24¾	30¾	14	20	24¾	....	....
U2	2½	119½	77	45¾	31¼	...	..	..	34	36	9¾	....	24¾	30¾	14	20	24¾	....	....
KT	...	118⅞	73⅝	41⅞	31¾	...	..	..	37	36	8½	...	27¼	29¾	14	18½	27¼	....	....
S	5	140	91⅜	58⅜	33	...	..	..	37	40	6⅞	...	28⅜	30¾	14	18½	28⅜	....	....
75	¾	130	90	57½	32½	...	39	..	34	27 15/16	...	...	26	26⅜	..	..	26	....	....
Dixon Motor Truck Co., Altoona, Pa.																			
D	2	143	120	75	45	144	72	60	34	31	5	24	25	29	16	20	26	32	1200
C	3	156	150	84	66	168	84	60	34	33	4	24	25	29	14	20	26	32	1600
A	5	160	154	88	66	192	96	60	36	35	2	24	25	29	14	20	26	32	2000
Dodge Bros., Detroit, Mich.																			
1	¾	116	...	...	37 1/16	...	44	..	40	22	16¾	22¾	..	27 1/16	....	....	....	....	800
4	¾	116	74¼	36 15/16	37 1/16	...	44	49⅜	40	22	16¾	22¾	28⅛	27 1/16	14	19¾	27⅛	51 3/32	800
Dorris Motor Car Co., St. Louis, Mo.																			
K4	2½	144	124¾	78⅜	46⅜	132	72	54	34	32¼	8	23	24	32	16	22	24	30	1500
K4	2½	162	142¾	96⅜	46⅞	157	72	54	34	32¼	8	23	24	32	16	22	24	30	1500
K7	3½	154	138½	90½	48	144	72	54	36	37	8	23	24	32	16	22	24	30	18-2000
K7	3½	174	158½	110½	48	168	72	54	36	37	8	23	24	32	16	22	24	30	2000
K7	3½	194	178½	130½	48	186	72	54	36	37	8	23	24	32	16	22	24	30	2000
Durant Motors Inc., Flint, Mich. (Mason Road King)																			
A	1½	130	85	56¾	28¼	108	46	50½	30	32	13⅜	24¾	31	29	10	15	25	52½	....
B	1½	150	130½	76¾	53¾	131	46	50½	30	32	....	....	31	29	10	15	25	52½	....
Fageol Motor Corp., Oakland, Cal.																			
235	2½	136¾	120	68¾	51¼	...	..	..	34	31¾	9	....	....	32	....	....	....	....	....
340	3½	150	141	82	59	...	..	..	34	33⅞	9	....	....	32	....	....	....	....	....
340	3½	172	180	104	76	...	..	..	34	33⅞	9	....	....	32	....	....	....	....	....
360	3½	150	138 11/16	79 11/16	59	...	..	..	34	33⅞	9	....	....	....	....	....	....	....	....
360	3½	172	177 1/16	101 1/16	76	...	..	..	34	33⅞	9	....	....	....	....	....	....	....	....
445	4½	154	143½	84	59½	...	..	..	37¾	34 11/16	9	....	....	34¾	....	....	....	....	....
445	4½	172	159½	102	53½	...	..	..	37¾	34 11/16	9	....	....	34¾	....	....	....	....	....
445	4½	190	189½	120	65½	...	..	..	37¾	34 11/16	9	....	....	34¾	....	....	....	....	....
645	6	154	143½	84	59½	...	..	..	37¾	32 5/16	9	....	....	....	....	....	....	....	....
645	6	172	159½	102	53½	...	..	..	37¾	32 5/16	9	....	....	....	....	....	....	....	....
645	6	190	189½	120	65½	...	..	..	37¾	32 5/16	9	....	....	....	....	....	....	....	....
Federal Motor Truck Co., Detroit, Mich.																			
3R	¾	132	110⅝	61⅞	48¾	...	..	38	34	28 11/32	11½	....	25	31½	14 7/16	19	25	....	....
S23	1½	145 13/16	118 7/16	76 7/16	41¾	...	..	38	34	29 5/16	13	....	25	31½	15⅜	19	25	....	....
U2	2-2½	157 7/16	134	88¾	45¼	...	..	42	34	30	14	....	25	34⅜	16½	19	25	....	....
W2	3½-4	156⅞	154	90⅛	63⅞	...	..	50	38	34 3/32	14 3/32	....	25	32⅛	16½	19	25	....	....
X2	5-6	163	154	90⅛	63⅞	...	..	..	....	35½	11	....	25	32½	16½	19	25	....	....
Ford Motor Co., Highland Park, Mich.																			
TTA-B	1	123	...	...	..	...	..	27¾	23	27 1/16	....	....	28 7/32	24⅜	9 11/16	13	28 7/32	....	....
Four Wheel Drive Auto Co., Clintonville, Wis.																			
B	3	124	136	97	39	138	41¼	60	36	37	....	....	20	41½	26½	31	20	....	2000
B	3	136	148	109	39	148	41¼	60	36	37	....	....	20	41½	26½	31	20	....	2000
B	3	148	172	121	51	172	41¼	60	36	37	....	....	20	41½	26½	31	20	....	2000
B	3	156	196	129	67	196	41¼	60	36	37	....	....	20	41½	26½	31	20	....	2000
Fulton Motors Corp., Farmingdale, N. Y.																			
C	2	137	120	73	47	144	46	51	34	32¾	....	....	31¼	29	....	16	24½	52½	1600
Garford Motor Truck Co., Lima, O.																			
15	1	132	96	61	35	108	50	55	34	29	....	....	26	29⅛	....	17	....	....	1000
25B	1½	135	108	70	38	109	51¾	55	34	32¾	....	....	26	31½	....	17	....	....	1200
70H	2½	144	121	74	47	120	49	55	34	34½	....	....	26	32¼	....	17	....	....	1500
80	4	162	150	88½	61½	156	54½	61	36	35¾	....	....	26	33½	....	19	....	....	2000
68D	5	162	150	88½	61½	156	56½	61	36	38½	....	....	26	33⅜	....	19	....	....	2500
151A	5	162	150	88½	61½	156	61¾	61	36	38½	....	....	26	33⅜	....	19	....	....	2500
Gary Motor Corp., Gary, Ind.																			
IL	1½	175	157½	106	51½	...	..	..	....	30¾	10	....	23 1/16	....	17	18	23 1/16	....	....
L	1½	144	120	75	45	...	..	..	....	30¾	10	....	23 1/16	....	17	18	23 1/16	....	....
J	2½	148	120	79	41	...	..	..	....	31⅞	10	....	23 1/16	....	17	18	23 1/16	....	....
JL	2½	175	156	106	50	...	..	..	....	31⅞	10	....	23 1/16	....	17	18	23 1/16	....	....
KT	3½	162	148	86	62	...	..	..	....	36¼	10	....	23 11/16	....	17	20	23 11/16	....	....
KTL	3½	198	184	122	62	...	..	..	....	36¼	10	....	23 11/16	....	17	20	23 11/16	....	....
M	5	182	168	99	69	...	..	..	....	38¼	10	....	25 11/16	....	17	20	25 11/16	....	....
ML	5	198	192	115	77	...	..	..	....	38¼	10	....	25 11/16	....	17	20	25 11/16	....	....
General Motors Truck Co., Pontiac, Mich.																			
K16	1	132	89	57	32	102	45	..	34	27	12	22	25¼	29¾	15	....	25¼	....	900
K41A	2½	146	126	71	55	138	45	47⅜	33	31	10½	23½	25	32¼	17¼	20	25	....	1500
K41B	2½	158	150	83	67	162	45	47⅜	33	31	10½	23½	25	32¼	17¼	20	25	....	1500
K71A	3½	163	144	87½	56½	168	50¾	54	38	36	9	25	25	33¾	17¼	20	25	....	....
K71B	3½	187	192	111½	80½	216	50¾	54	38	36	9	25	25	33¾	17¼	20	25	....	....
K101A	5	163	144	87½	56½	168	50¾	54	38	37	8	25	25	32¼	17¼	20	25	....	....
K101B	5	187	182	111½	80½	216	50¾	54	38	37	8	25	25	32¼	17¼	20	25	....	....
K41C	2½	191½	150	116½	33½	...	45	47⅜	33	31	10½	23½	25	32¼	17¼	20	25	....	....

Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight Recom'd Lb.
Graham Brothers, Evansville, Ind.																			
BA	1	140	96¾	56¾	40	114¾	45¾	41¾	34	29	13½	....	16	27½	13	22½	14¾	50½	....
CA	1½	140	96¾	56¾	40	114¾	45¾	41¾	34	31	13½	....	16	27½	13	22½	14¾	50½	....
FA	1½	158	132¾	74¾	58	144¾	35¾	41¾	34	31 1/16	13½	....	16	27½	13	22½	14¾	50½	....
DA	1	118	62¾	34¾	28	69½	45¾	41¾	34	28 1/16	13½	....	16	27½	13	22½	14¾	50½	....
EA	1½	118	62¾	34¾	28	69½	45¾	41¾	34	30 1/16	13½	....	16	27½	13	22½	14¾	50½	....
HA	1	140	96¾	56¾	40	114¾	45¾	41¾	34	....	13½	....	16	27½	13	22½	14¾	50½	....
Grass Premier Truck Co., Sauk City, Wis.																			
40-A	1	122	101	54	47	107	46	48	31	30	....	....	26	27	18	21	26	....	1000
60-A	1½	138	108	72	36	116	45	52	31	29	....	....	26	27	18	21	26	....	1400
60-A	1½	138	96	72	24	100	45	52	31	29	....	....	26	27	18	21	26	....	1400
80-A	2½	160	120	70	50	132	43	52	31	33	....	....	26	27	18	21	26	....	2000
80	2½	138	94	63	31	102	43	52	31	33	....	....	26	27	18	21	26	....	2000
90	3½	138	94	62	31	102	49	56	35¾	35	....	....	28	29	20	22	28	....	2500
Gray Motor Corp., Detroit, Mich.																			
"T"	1	120	...	...	30⅝	...	44	..	32	27	5¼	....	....	25⅝	....	....	....	....	900
Harvey Motor Truck Co., Harvey, Ill.																			
WFB	2½	160	139	87	52	144	72	60	32	33	....	....	26	29	14	20	....	....	1600
WFB	2½	150	110	77	33	120	72	60	32	33	....	....	26	29	14	20	....	....	2000
WHB	3½	160	151¾	85¾	66	156	84	60	35	35	....	....	26	30	14	20	....	....	1800
WHB	3½	160	121¾	85¾	36	144	84	60	35	35	....	....	26	30	14	20	....	....	2500
Hawkeye Truck Co., Sioux City, Ia.																			
K	1½	148	112	72	40	120	46	42	34	33½	7	24	25½	28	15½	19½	25½	38	1000
M	2	148	112	72	40	120	46	42	34	35	7	25	25½	28	15½	19½	25½	38	1200
N	3½	170	144	90	54	150	52	42	34	37	7	25	26½	30	15½	19½	25½	38	1500
Indiana Truck Corp., Marion, Ind.																			
11	1	128⅝	96 1/16	56 1/16	39⅞	108	46½	46	34	29¼	....	....	30¼	24 9/16	10	19	28	....	900
15	1½	144⅝	117 1/16	72 1/16	45⅜	126	48½	46	34	29	....	....	30¼	24 9/16	10	19	28	....	1050
20	2	150	126	74½	51½	126	48	56	33	32½	....	....	26	31½	15½	20	25	....	1200
25	2½	156½	138	81	57	138	45½	56	33	32½	....	....	26	31½	15½	20	25	....	1350
26	2½	159	138	83½	54½	138	45½	56	33	32½	....	....	26	31½	15½	20	25	....	1350
35	3½	160	144	84⅜	59⅝	144	54¼	56	34½	34¼	....	....	26	31½	15½	20	25	....	1600
40	4	160⅜	139	79¾	59¼	144	52¼	56	34½	34¼	....	....	30	31½	15½	20	29	....	1600
51	5	170	156¼	91	65¼	156	57⅛	56	37½	38 1/16	....	....	26	31½	15½	20	25	....	1800
52	5	170	156¼	91	65¼	156	57⅛	56	37½	38 1/16	....	....	26	31½	15½	20	25	....	1800
International Harvester Co. of America, Chicago, Ill.																			
33	1	128	101¾	57¼	44½	...	45 1/16	..	....	33	11¼	....	20	25 1/16	....	....	20	51 1/16	....
33	1	150	123¾	79¼	44½	...	45 1/16	..	....	32⅞	11¼	....	20	25 1/16	....	....	20	51 1/16	....
43	2	130	109	59¼	49¾	...	45 1/16	..	....	33¾	11	....	20	26 1/16	....	....	20	51 1/16	....
43	2	148	127	77¼	49¾	...	45 1/16	..	....	33¾	11	....	20	26 1/16	....	....	20	51 1/16	....
63	3	140	116 1/16	67⅝	48 1/16	...	45 1/16	..	....	33¼	10¼	....	20 3/16	26⅝	....	....	20 3/16	51 1/16	....
63	3	165	141 1/16	92⅝	49 3/16	...	45 1/16	..	....	33¼	10¼	....	20 1/16	26⅝	....	....	20 1/16	51 1/16	....
103	5	160	146	87⅝	58⅜	...	45 1/16	..	....	36¼	10¾	....	20 1/16	26⅝	....	....	20 1/16	51 1/16	....
103	5	185	190	112⅝	77⅜	...	45 1/16	..	....	36¼	10¾	....	20 1/16	26⅝	....	....	20 1/16	51 1/16	....
Kearns-Dughie Motors Co., Danville, Pa.																			
K	1	118	89	53	36	141	50	48	34	29	11½	25½	25⅝	26	12	16	25⅜	53	600
N	1½	136	116	72	44	134	47	53	34	31	....	....	25¾	30	14	18	25¾	55½	1000
N-1	2	136	120	72	48	138	51	53	34	32	....	....	25¾	28	14¼	18	25¾	55½	1200
N-1	2	158	142	94	48	160	51	53	34	32	....	....	25¾	28	15¼	18	25¾	55½	1200
T	3½	160	142	88	54	164	57	59½	34	39	....	....	24½	33	16	21½	24½	56½	1500
T	3½	186	168	114	54	190	57	59½	34	39	....	....	24½	33	16	21½	24½	56½	1500
TF	5	160	142	88	54	164	57	59½	35	39	....	....	24½	33	16	21½	24½	56½	1500
TF	5	186	168	114	54	190	57	59½	35	39	....	....	24½	33	16	21½	24½	56½	1500
Kelly-Springfield Motor Truck Co., Springfield, O.																			
K-33	1½	150	133½	85	84 1/16	133½	46	46	34	32¾	....	....	23⅝	....	15½	22½	23⅜	54 1/16	1200
K-75	2½	154	138	85	54	138	46	46	34	33¼	....	....	23¼	....	15½	22	23	54 1/16	1500
K-76	2½	154	138	85	54	138	46	46	34	31¼	....	....	23¼	....	15½	22	23	54 1/16	1500
K-41	3½-5	156	144	87	57	144	50	50	36	40¼	....	....	22 7/16	....	17½	23	22 7/16	56⅞	2500
K-42	3½	156	144	87	57	144	50	50	36	40¼	....	....	22 7/16	....	17½	23	22 7/16	56⅞	2000
K-61	5-7	156	144	87	57	144	50	50	36	....	....	....	22 7/16	....	17½	23	22 7/16	56⅞	2500
Kenworth Motor Truck Corp., Seattle, Wash.																			
L-1	3½	170	178¼	117¾	60½	190¼	43	48½	36½	40¾	....	....	24	26¼	14½	22	24	57	....
K-S	2½	162	134½	83½	51	142½	40	48½	34	36	....	....	24	25¼	14½	22	24	57	....
M	1½	141½	113½	67½	46	119½	37½	48	32	35	....	....	24	30½	14½	22	24	57	....
King-Zeitler Co., Chicago, Ill.																			
¾	¾	...	...	...	..	132	42	..	30	27	....	....	25	28	....	21	....	....	....
1	1	...	...	...	..	144	42	..	32	28	....	....	25	32	....	21	....	....	....
1½	1½	...	...	...	..	144	42	..	32	30	....	....	25	32	....	21	....	....	....
2½	2½	...	...	...	..	168	41	..	32	33	....	....	25	32	....	21	....	....	....
3½	3½	...	...	...	..	168	46	..	36	35	....	....	25	29¾	....	21	....	....	....
5	5	...	...	...	..	168	48	..	36	35	....	....	25	31	....	21	....	....	....
Kissel Motor Car Co., Hartford, Wis.																			
One Ton	1	140	102	58½	43½	103	46	46	34	29	....	....	25	30⅛	16⅛	18⅝	25	....	1200
Gen. Utility	1½	152	120	70½	49½	132	72	50	34	29	....	....	29	28⅞	14⅞	18⅞	26¼	....	1200
Freighter	2½	168	144	88	56	156	72	50	34	30 3/16	....	....	29	28⅞	14⅞	18⅞	26¼	....	1500
Heavy Duty	3¼	168	156	94¾	61¼	156	72	60	36	34½	....	....	29	30	14⅞	18⅞	26¼	....	2500
Kleiber Motor Truck Co., San Francisco, Cal.																			
1½	1½	130	114	76	38	130	47	38¼	34	26	....	....	23	28½	15	20	23	57	1200
2½	2½	163	150	100	50	166	45	47	34	34	....	....	23½	27½	15	23	24	56	1500
3½	3½	170	156	102	54	172	51	47	38	36	....	....	24	27	15	23	24	56	2000
Krebs Motor Truck Co., Bellevue, O.																			
J-24	1-1½	140	119	64	55	132	47	50	33	32	....	....	23	32	11	20	20	32	600
J-24	1-1½	156	119	80	39	132	47	50	33	32	....	....	23	32	11	20	20	32	600
K-45	1½-2½	140	122	60	62	132	46	56	33	32	....	....	23	32	13	20	20	34	1500
K-45	1½-2½	160	122	80	42	132	46	56	33	32	....	....	23	32	13	20	20	34	1500
L-75	2½-3½	163	131	80	51	144	45	56	33¼	33	....	....	23	31	13	20	20	34	1500
L-75	2½-3½	180	165	97	68	180	45	56	33¼	33	....	....	23	31	13	20	20	34	1500
L-110	3½-5	170	131	87	44	144	50	56	38	37	....	....	23	31	13	20	20	34	2000
L-110	3½-5	190	165	107	58	180	50	56	38	37	....	....	23	31	13	20	20	34	2000
B-120	5	180	125½	92½	33	132	50	56	38	37	....	....	23	29	13	20	20	34	2000
B-120	5	200	160	112½	47½	180	50	56	38	37	....	....	23	29	13	20	20	34	2000
Lange Motor Truck Co., Pittsburgh, Pa.																			
E	2½	142	118	74	44	126	46	57	33	31⅜	....	....	24	27	14	21	24	....	....
E	2½	153	139	85	54	150	46	57	33	31⅜	....	....	24	27	14	21	24	....	....
E	2½	168	154	100	54	168	46	57	33	31⅜	....	....	24	27	14	21	24	....	....
F	3½	148	139	88	55	150	46	63	37	33½	....	....	24	27	13½	21	24	....	....
F	3½	168	163	108	59	174	46	63	37	33½	....	....	24	27	13½	21	24	....	....

Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight Recom'd Lb.
Larrabee Deyo Motor Truck Co., Inc., Binghamton, N. Y.																			
X2	1¼	138	108	59	49	108	46	52	34	28	13¾	24	....	26	10½	21½	....	50½	650
XJ1	2¼	144	100	66	34	120	46	52	34	34	10	24	....	26	10½	21½	....	50½	1050
XJ2	2¼	168	145	90	55	144	46	52	34	34	10	24	....	26	10½	21½	....	50½	1050
XJ4	2¼	138	108	67½	40½	120	46	48	34	32	9	....	26	29	12½	19	....	....	1050
SK5	....	158	114	76	38	132	..	..	....	....	....	....	....	....	....	....	....	....	....
EK5	3½	176	138	94	44	168	54	53	34	34½	7	....	28	40	12½	19	....	....	1350
SL5	....	160	111	72	39	132	..	..	....	....	....	....	....	....	....	....	....	....	....
EL5	5	186	159	98	61	180	54	53	36	36	7	....	28	30½	12½	19	....	....	1600
Maccar Truck Co., Scranton, Pa.																			
EX	1¼	132	101⅝	68	33⅝	120	48	48	34	....	....	....	26	....	16½	20	26	....	800
V	2	162	139¾	79¾	60	144	48	48	34	....	....	....	26¾	....	16½	20	26¾	....	1500
H-1	3	162	139¾	79¾	60	144	44	48	34	....	....	....	26¾	....	16½	20	26¾	....	2000
M-2	4	174	153¾	91¾	62	156	48	48	34	....	....	....	26¾	....	16½	20	26¾	....	2000
G-1	5	186	163⅞	99⅞	64	174	53	48	37½	....	....	....	26¾	....	16½	20	26¾	....	2500
Mack Motors Inc., New York City.																			
AB Ch	1½	146½	120	73	47	138	47	..	33¼	32 5/16	8	....	24	28	21¾	20	24	....	....
AB DR	1½	146½	120	73	47	138	42	..	33¼	33	7⅝	....	24	28	21¾	20	24	....	....
AB Ch	1½	164½	144	91	53	162	47	..	33¼	32 5/16	8	....	24	28	21¾	20	24	....	....
AB DR	1½	164½	144	91	53	162	42	..	33¼	33	7⅝	....	24	28	21¾	20	24	....	....
AB Ch	2	146½	120	73	47	138	47	..	33¼	32⅞	8	....	24	28	21¾	20	24	....	....
AB DR	2	146½	120	73	47	138	42	..	33¼	33	7⅝	....	24	28	21¾	20	24	....	....
AB Ch	2	164½	144	91	53	162	47	..	33¼	32⅞	8	....	24	28	21¾	20	24	....	....
AB DR	2	164½	144	91	53	162	42	..	33¼	33	7⅝	....	24	28	21¾	20	24	....	....
AB Ch	2½	146½	120	73	47	138	47	..	33¼	33½	8	....	24	28	21¾	20	24	....	....
AB DR	2½	146½	120	73	47	138	42	..	33¼	33	7⅝	....	24	28	21¾	20	24	....	....
AB Ch	2½	164½	144	91	53	162	47	..	33¼	33½	8	....	24	28	21¾	20	24	....	....
AB DR	2½	164½	144	91	53	162	42	..	33¼	33	7⅝	....	24	28	21¾	20	24	....	....
AC	3½	156	132	92	40	144	43	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	3½	168	156	104	52	168	53	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	3½	180	180	116	64	192	53	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	5	156	132	92	40	144	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	5	168	156	104	52	168	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	5	180	180	116	64	192	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	6½	156	132	92	40	144	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	6½	168	156	104	52	168	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	6½	180	180	116	64	192	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	7½	156	132	92	40	144	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	7½	168	156	104	52	168	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
AC	7½	180	180	116	64	192	54	..	37½	37	7½	....	24	30¼	22½	18½	22½	....	....
Master Motors Corp., Chicago, Ill.																			
11	1¼	132	104⅝	62⅜	42¼	...	..	47	34	29	....	....	16½	25	....	....	16½	....	....
21	1½	142	115⅞	71⅛	44¾	...	..	45¼	34	30¾	....	....	18	26½	14¼	....	18	....	....
22	1½	160	133⅞	89⅛	44¾	...	..	45¼	34	30¾	....	....	18	26½	14¼	....	18	....	....
31	2½	142	115⅞	71⅛	44¾	...	..	45¼	34	30¾	....	....	18	26½	14¼	....	18	....	....
41	2½	154	135	78	57	...	..	45¼	34	33¾	....	....	23½	27½	14¼	....	23½	....	....
42	2½	173	154	97	57	...	..	45¼	34	33¾	....	....	23½	27½	14¼	....	23½	....	....
51	3½	158	147¾	81¾	66	...	..	54¼	36¾	35½	..	....	27½	29¾	14¼	....	27½	....	....
52	3½	170	159¾	93¾	66	...	..	54¼	36¾	35½	....	....	27½	29¾	14¼	....	27½	....	....
53	3½	194	183¾	117¾	66	...	..	54¼	36¾	35½	....	....	27½	29¾	14¼	....	27½	....	....
61	5	158	147¾	81¾	66	...	..	54¼	36¾	35½	....	....	27½	29¾	14¼	....	27½	....	....
62	5	170	159¾	93¾	66	...	..	54¼	36¾	35½	....	....	27½	29¾	14¼	....	27½	....	....
63	5	194	183¾	117¾	66	...	..	54¼	36¾	35½	....	....	27½	29¾	14¼	....	27½	....	....
64	5	170	162⅞	88⅞	74	...	..	54¼	39	39¼	....	....	26	29	14¼	....	26	....	....
65	5	194	186⅞	112⅞	74	...	..	54¼	39	39¼	....	....	26	29	14¼	....	26	....	....
Maxwell Motors Co. Inc., Detroit, Mich.																			
50	1½	124	101	57	44	115	50	48	36	31½	....	....	27	27½	20½	17½	14	....	....
Menominee Motor Truck Co., Clintonville, Wis.																			
Hurryton	1	132	102⅝	55⅜	47¼	108	46	42	33	30½	....	....	20½	30	....	23	....	....	800
H	1½	144	124	79	45	136	47	42	32	34	....	....	25½	34	17	19½	23½	....	1000
D	2½	144	131½	77⅜	54⅝	144	47	42	32	34¾	....	....	25½	34	17	19½	23½	....	1200
G	3½	160	148⅞	88½	60⅜	160	52	48	34	34	....	....	28	33½	17	19½	28	....	1400
13	5	160	419¼	91	58¼	160	53	48	36	37¼	....	....	28	33½	17	19½	28	....	1800
Minneapolis Steel and Machinery Co., Minneapolis, Minn. (Twin City)																			
BW	2	150	132	84	48	177	44	46	33	32	....	....	25	30	15¾	20	25	....	....
AW	3½	168	156	96⅝	59⅜	201	48	51	36	35	....	....	25	29	15¾	20	25	....	....
Moreland Motor Truck Co., Burbank, Cal.																			
RR	1	132	108	56 1/16	51 1/16	108	46	46	34	30	10	21	24	29	15	24	28	55	900
BX	1½	132	108	56 1/16	51 1/16	108	46	46	34	30	10	22	24	29	15	24	28	55	900
EX	2	150	132	79⅛	52⅞	144	51⅛	50⅜	34	30½	8½	22	25	31½	15	25	30	56	1200
AX	3	174	156	104¼	54¾	168	49⅝	50⅜	34	30¼	9	22	25	31½	15	25	30	56	1500
RX	5	192	168	115¼	52¾	180	53½	53⅜	34	36	8	24	25	30¾	15	25	30	56	2000
Nash Motors Co., Kenosha, Wis.																			
2017	1	130	104¼	...	..	....	..	45	36	30	....	....	....	26¾	15⅝	19¾	24	....	....
2018	1	130	104¼	...	..	....	..	45	36	30	....	....	....	26¾	15⅝	19¾	24	....	....
3018	2	144	118¼	...	..	....	..	45	33½	30½	9⅝	....	....	26¾	15⅜	19¾	24	....	....
3018	2	168	142½	...	..	....	..	45	33½	30½	....	....	....	26¾	15⅜	19¾	24	....	....
4017	2	124	117⅛	...	..	....	..	45⅜	38⅛	35½	....	....	....	27¾	....	18¼	....	....	....
5018	2½	121	76 1/16	...	..	....	..	45	33½	28	11 1/16	....	24	26¾	15⅜	19¾	24	....	....
National Steel Car Corp. Ltd., Hamilton, Ont., Canada.																			
F.A.	1	136	97⅜	58⅜	39	...	..	47¾	34	30¼	....	....	24	29¼	17	20	24	....	....
G.A.	1½	140	111⅜	63⅜	48	...	..	47¾	34	31	....	....	24	28¾	17	20	24	....	....
H.D.	2½	152	123½	80½	43	...	..	47¾	34	35	....	....	25⅛	33¼	17½	20	25⅛	....	....
N.V.	3½	164	142	91	54	...	..	47¾	36	35¾	....	....	25⅛	34¾	17½	20	25⅛	....	....
O.A.	5	164	137¾	91¾	46	...	..	47¾	38	36⅜	....	....	27	33⅛	18	20	27	....	....
Nelson Brothers Co., Saginaw, Mich.																			
Jumbo 15	1½	144½	120	73	47½	126	38½	54	32	30¾	....	....	25	....	14½	21	25	....	1000
Jumbo 25	2½	152½	116	79	37	132	39	54	34	29½	....	....	25	....	14½	21	25	....	1300
Jumbo 35	3½	165	144	87½	56	150	42½	58	36	34¾	....	....	25	....	14½	21	25	....	2000
New England Truck Co., Fitchburg, Mass. (Netco)																			
DK	2	154	114	80	34	126	84	56	34¼	34	....	....	21¾	22	15	17	....	34	1250
DK	2	168	142	94	48	144	84	56	34¼	34¼	....	....	21¾	22	15	17	....	34	1250
HL	2-3	170	139	93	46	144	84	56	34¼	34½	....	....	21¾	22	15	17	....	34	1700
J	4	155	134	72	62	144	84	62	34	34	....	....	24	22	15	24	....	34	2000
J	4	175	154	92	62	168	84	62	34	34½	....	....	24	22	15	24	....	34	2000
J	4	190	169	117	52	192	84	62	34	35	....	....	24	22	15	24	....	34	2000

Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight Recom'd Lb.
Noble Motor Truck Co., Kendallville, Ind.																			
A75	1	130	100	58	42	108	46	48	34	27½	10	24	25	26¾	14	20	25	54	1000
A21	1½	144	112	72¾	39¼	120	46	48	34	27½	10	24	25	26¾	14	20	25	54	1200
B31	2	156	126⅝	80	46⅝	132	46	54	34	30¾	10	24	26	30½	16	20	26	54	1500
D51	2½	162	138¾	86¼	52½	144	44	54	34	31½	10	24	26	30½	16	20	26	54	1500
E71	3½	163	158½	98½	60	168	48	54	36	34	10	24	26	30½	16	20	26	54	2000
O'Connell Motor Truck Co., Waukegan, Ill. (Super)																			
50-R	2½	156	131	82	49	...	..	52	34	....	....	....	24⅝	28½	15	20	24⅝	....	....
60-D	3	126	87	57¾	29¼	...	..	52	34	....	....	....	26	26¾	23	20	26	....	....
70	3½	164	142	97½	44½	...	..	52	34	....	....	....	24⅝	28½	15	20	24⅝	....	....
100	5	164	142	97½	44½	...	..	52	34	....	....	....	24⅝	28½	15	20	24⅝	....	....
150	7½	164	142	97½	44½	...	..	52	34	....	....	....	24⅞	28½	15	20	24⅝	....	....
Ogden Truck Co., Chicago, Ill.																			
A2	1	125	95	57	38	96	48	..	33	28	....	....	24	....	....	19	24	....	....
D2	1½	146	116	79	37	120	50	..	33½	30½	....	....	24	....	....	19	24	....	....
E2	2½	160	133	90	43	138	48	..	33½	32	....	....	24	....	....	19	24	....	....
F	3½	157	121	84	37	132	53	..	37	39	....	....	26	....	....	21	26	....	....
Olympic Motor Truck Co., Tacoma, Wash.																			
...	...	164	143	86	57	158	50	51	32½	31	....	....	....	23	16½	22	45	....	....
Oneida Motor Truck Co., Green Bay, Wis.																			
B	1½-2	144	114	72⅜	41⅝	...	..	54	34	32½	9¾	....	....	....	....	....	....	....	....
C	2½-3	160	138	88⅜	49⅝	...	..	53	34	34¼	9¾	....	....	....	....	....	....	....	....
D	3½-4	170	155¾	95⅛	60⅝	...	..	59	36	35⅝	9¾	....	....	....	....	....	....	....	....
Oshkosh Motor Truck Mfg. Co., Oshkosh, Wis.																			
AW	2	130	108⅝	75⅝	33	120	72	45	34	35	....	....	23½	33¼	12	21	23½	....	1200
AAW	2	165	143⅝	110⅝	33	144	72	45	34	35	....	....	23½	33¼	12	21	23½	....	1200
BO	2½	146	124½	85½	32	120	72	45	34	38	....	....	24½	33¼	12	21½	24½	....	1500
BBO	2½	165	143½	104½	39	144	72	45	34	38	....	....	24½	33¼	12	21½	24½	....	1500
F	4	146	106½	74½	32	120	72	45	35	36	....	....	24½	30	12	21½	24½	....	2000
Parker Motor Truck Co., Milwaukee, Wis.																			
B23	1	131	94½	58¼	36	108	..	46	33	27¾	....	....	25	26½	13	20	25	....	800
E24	1½	140	113½	70½	43	132	..	46	33	29	....	....	23½	28½	13	19	23½	....	1200
F24	2	150	127	79	48	144	..	55	33	33½	....	....	24	27	14	19	24	....	1500
G24	2½	150	127	79	38	156	..	55	33	32¼	....	....	24	30	14⅝	19	24	....	2000
J24	3½	160	139½	90	49½	168	..	55	33	34¾	....	....	24	30	14⅝	19	24	....	2500
M20	5	160	145	83½	61½	156	..	55	37	36¼	....	....	24	30	14⅝	19	24	....	3000
Patriot Mfg. Co., Havelock, Neb.																			
7R	1	128	93	56	37	102	48	48	33¼	30	....	....	26	....	16	19	26	30	....
9L	2	146	119	71	48	132	48	48	34⅛	35	....	....	26	....	16	19	26	30	....
11W	3	156	150	82	68	156	48	48	34	40	....	....	26	....	16	19	26	30	....
Penn Motors Corp., Philadelphia, Pa.																			
2	2	144	122	77	45	144	45	47	33	31	11	....	24	30	15	20	25	....	....
Overland	1	122	92	52	40	96	45	..	33½	28	10	....	25	26	....	18	25	....	....
Perfection Truck Co., Minneapolis, Minn.																			
A	¾	129	95¾	67¼	28½	120	60	33	32	27½	11	20½	21	24	15	14	22	26	500
B	1½	138	104¾	76¼	28½	132	60	33	32	27½	11	28½	21	24	15	14	22	26	600
C	2	158	117⅝	78⅝	39	144	72	33	34	32	....	....	24½	28	16	18½	25½	26	1000
D	2½	158	117⅝	78⅝	39	168	72	33	34	32	....	....	24½	28	16	18½	25½	26	1250
E	5	160	146¾	110¼	136½	192	72	42	38	35	....	....	24½	28	15¾	18	25½	28	1800
EA	...	148	125 7/16	70 1/16	55½	120	72	42	38	35	....	....	24½	28	15¾	18	25½	28	2000
Pierce Arrow Motor Car Co., Buffalo, N. Y.																			
XA	2	150	125 7/16	70 1/16	54½	...	..	45½	34⅛	31⅛	....	....	18 3/16	....	17¾	23½	18¾	....	....
XB	3	150	125 7/16	70 1/16	54½	...	..	45½	34⅛	31⅛	....	....	18 3/16	....	17¾	23½	18¾	....	....
WC	4	162	133¼	78¾	54½	...	..	54	38⅛	32 1/16	....	....	18 3/16	....	17¾	23½	18¾	....	....
WD	5	162	133¼	78¾	54½	...	..	54	38⅛	32 1/16	....	....	18 3/16	....	17¾	23½	18¾	....	....
RE	6	168	139¼	84¾	54½	...	..	54	38⅛	35 1/16	....	....	18 3/16	....	17¾	23½	18¾	....	....
RF	7½	168	139¼	84¾	54½	...	..	54	38⅛	35 1/16	....	....	18 3/16	....	17¾	23½	18¾	....	....
Rainier Motor Corp., Long Island City, N. Y.																			
R-31	¾	125	87¾	51⅝	36¼	...	..	50	34	29¾	....	....	25	25	18	20	25	....	1000
R-29	1	133	97¾	59⅝	38⅛	...	..	50	34	29¾	....	....	25	25	18	20	25	....	1200
R-36	1½	147	111	72	39	...	..	56	34	28	....	....	26⅝	25	18	21⅜	26⅝	....	1200
R-28	1½	157	124¾	80½	44¼	...	..	56	33	30⅛	....	....	26⅝	29½	18	21⅜	26⅝	....	1400
R-28	1½	175	166¾	98½	68¼	...	..	56	33	30⅛	....	....	26⅝	29½	18	21⅜	26⅝	....	1400
R-28	1½	187⅝	142¾	118⅛	31⅝	...	..	56	33	30⅛	....	....	26⅝	29½	18	21⅜	26⅝	....	1400
R-20	2½-3	165	137½	85½	52	...	..	56	33	31⅝	....	....	26⅝	28½	14¼	20⅞	26⅞	....	1600
R-20	2½-3	177	159½	97½	62	...	..	56	33	31⅝	....	....	26⅝	28½	14¼	20⅞	26⅞	....	1600
R-25	3½-5	158	30½	79	51½	...	..	60	37	35⅛	....	....	25½	28½	14¼	21	25½	....	2000
R-25	3½-5	170	157½	91	66½	...	..	60	37	35⅛	....	....	25½	28½	14¼	21	25½	....	2000
R-25	3½-5	194	181½	115	66½	...	..	60	37	35⅛	....	....	25½	28½	14¼	21	25½	....	2000
R-25	3½-5	227	181½	148	33½	...	..	60	37	35⅛	....	....	25½	28½	14¼	21	25½	....	2000
R-27	6	158	127½	76	51½	...	..	60	37	35¾	....	....	25½	27½	14¼	21	25½	....	2200
R-27	6	170	154½	88	66½	...	..	60	37	35¾	....	....	25½	27½	14¼	21	25½	....	2200
R-27	6	194	178½	112	66½	...	..	60	37	35¾	....	....	25½	27½	14¼	21	25½	....	2200
R-27	6	227	178½	145	33½	...	..	60	37	35¾	....	....	25½	27½	14¼	21	25½	....	2200
Reo Motor Car Co., Lansing, Mich.																			
Speed Wagon	...	128	96⅜	72⅜	23¾	...	..	38¾	32	28½	12 1/16	24⅜	27¼	39¼	....	....	27¼	....	....
Reynolds Motor Truck Co., Mount Clemens, Mich.																			
3-A	2	144	135	95	38	161	44	48	32	37	....	....	26	34	14	17½	26	52	800
5-A	3	174	135	95	38	161	44	48	33	37	....	....	26	34	14	17½	26	52	1100
7-A	4	196	156	115	42	324	51	54	37	38	....	....	27	40	14	17½	27	56	1300
10-A	5	196	156	115	42	324	52	54	37	42	....	....	28	40	14	17½	28	56	1450
Ruggles Motor Truck Co., Saginaw, Mich.																			
15	¾	122	85	54½	30½	96	45½	44⅛	38½	27	11½	21	....	26¼	....	19	....	....	....
20R	1	128	96⅝	55⅜	41¼	108	46	45½	34	30	11½	23	24	27	....	19½	24	....	....
21	1¼	150	104½	77	27½	120	46	45½	34	30	11½	23	24	27	....	19½	24	....	....
41	2	148	134¼	75½	58¾	132	49	45½	34	30	11	....	24	27	....	19½	24	....	....
40H	2½	148	134¼	75½	58	132	49	45½	34	32	11		24	27	....	19½	24	....	....

Model Name or No.	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight Recom'd Lbs.
Sandow Motor Truck Co., Chicago Heights, Ill.																			
GA	...	130	84½	160¼	32½	...	46	38	32½	....	....	....	....	31½	....	....	24½	30½	....
GG	...	138	128	70	48	...	48	38	33	....	....	....	....	28¼	....	....	24	30½	....
JS	...	144	117	72½	44½	...	48	38	33	35	....	....	....	33½	....	....	24	30½	....
J	...	165	134	86½	47½	...	47	38	31	36	....	....	....	....	19	....	27	30½	....
Sanford Motor Truck Co., Syracuse, N. Y.																			
W-10	1	140	108	60	48	144	46½	50	32	32	12¼	....	29	23½	11½	21	14	48	....
W-15	1	140	...	...	..	144	..	50	32	32	....	....	25	33¼	18	20	23¾	53	....
W-25	2½	156	134½	75¼	59¼	168	..	50	35	33½	....	....	25	33¼	18	20	23¾	53	....
W-35	3½	174	170½	96¼	77¼	168	..	50	35	36½	....	....	25	33¼	18	20	23¾	53	....
W-35	3½	156	117½	76¾	19½	...	..	50	35	37½	....	....	25	33¼	18	20	23¾	53	....
W-50	5	174	...	...	..	168	..	60	35	37	....	....	25	33¼	18	20	23¾	53	....
G. A. Schacht Motor Truck Co., Cincinnati, O.																			
H	1½	158	143	84½	58½	144	45	54½	31½	29½	....	....	24⅜	24¼	11¼	21½	24⅜	....	1500
G	2-3	156	140⅛	85⅛	55	144	50	60	35¾	32½	....	....	24¾	27	17	20½	23½	....	1500
G	4-5	168	152⅛	95 1/16	57 1/16	168	50	60	35¾	34½	....	....	24¾	27	17	20½	23½	....	1500
Selden Truck Corp., Rochester, N. Y.																			
20	1¼	144	108	66	42	120	49	46	34	29⅞	13	25¾	17	27	11	16	17	....	....
30C	1½	137¾	114¼	71	43¼	132	50½	45¾	34	28½	....	....	23⅞	24¾	17⅞	17⅝	23⅞	....	....
30C	1½	149½	114¼	82¾	31½	144	50½	45¾	34	28½	....	....	23⅞	34¾	17⅞	17⅝	23⅞	....	....
33B-10	1½	146	120	71	49	132	50	45¾	34	31	....	....	25	....	16⅞	20	25	....	....
33B-12	1½	160	144	85	59	156	50	45¾	34	31	....	....	25	....	16⅞	20	25	....	....
50B-11	2½	148¾	136¼	82	54¼	144	48½	45¾	34	33¼	....	....	25	32⅜	16⅞	20	25	....	....
50B-14	2½	166¾	172¼	100	72½	180	48½	45¾	34	33¼	....	....	25	32⅜	16⅞	20	25	....	....
53B-11	2½	154	136¼	82	54¼	144	48½	45¾	34	33¼	....	....	25	32⅜	16⅞	20	25	....	....
53B-14	2½	172	172¼	100	72¼	180	48½	45¾	34	33¼	....	....	25	32⅜	16⅞	20	25	....	....
70B-12½	3½	164	155	91	64	168	53	45¾	37½	35	....	....	25	33¼	16⅞	20	25	....	....
70B-16	3½	189	197	116	81	204	53	45¾	37½	35⅛	....	....	25	33¼	16⅞	20	25	....	....
73B-12½	3½	168⅜	150⅝	91	59⅝	168	53	45¾	37½	35	....	....	25	33¼	16⅞	20	25	....	....
73B-16	3½	193⅜	192⅝	116	76⅝	204	53	45¾	37½	35⅛	....	....	25	33¼	16⅞	20	25	....	....
90B-12½	5	164	153	89	64	168	54¾	45¾	37½	39	....	....	25	33	16⅞	20	25	....	....
90B-16	5	192	195	117	78	204	54¾	45¾	37½	39	....	....	25	33	16⅞	20	25	....	....
Service Motor Truck Co., Wabash, Ind.																			
25	1¼	132	106¾	56¾	40	108	..	46	32	28¼	....	....	....	28⅝	12	16½	17 7/16	29	1200
33	1½	145¾	121	76¾	44¼	120	..	52	34	30⅝	....	....	....	33¾	17¾	21	24¼	31¼	1200
42	2	154	117¾	81¾	36	120	..	52	34	29¾	....	....	....	32½	17¾	21	24¼	31¼	1415
61	3	164½	127¾	92¼	35½	144	..	52	34	31½	....	....	....	31½	17¾	21	24¼	30¼	1480
81	4	173	144	101¼	43¾	156	..	52	38	34⅛	....	....	....	31	17¾	21	24¼	30¼	2140
103	6	173½	144	100¾	43¼	156	..	52	38	37⅝	....	....	....	29½	17¾	21	24¼	30¼	2600
Standard Motor Truck Co., Detroit, Mich.																			
75	...	134	108	62 7/16	45 9/16	...	..	..	32	34	9	....	23	34⅛	....	....	23	....	....
1K	...	134	120	62 1/16	57 1/16	...	..	..	32	....	....	....	25	31¼	....	....	25	....	....
2½K	...	146 1/16	132	83	49	...	..	46½	32	....	9	....	25	31⅛	....	20	25	....	....
2½K	2½	170 1/16	156	107	49	...	..	46½	32	....	9	....	25	31⅛	....	20	25	....	....
3½-K	3½	160	144	93¾	50¼	...	..	46½	38	....	....	....	25	28¼	....	20	25	....	....
3½K	3½	172	180	105¾	74¼	...	..	46½	38	....	....	....	25	28¼	....	20	25	....	....
5K	5	169 9/16	144	93 1/16	50 7/16	...	..	46½	38	....	10	....	25	33⅜	....	20	25	....	....
5K	5	176 9/16	180	105 1/16	74 7/16	...	..	46½	38	....	10	....	25	33⅜	....	20	25	....	....
1½K	1½	134	120	62 1/16	57 1/16	...	..	46	32	....	6	....	25	31¼	....	20	25	....	....
1½K	1½	144	120	72 7/16	47 7/16	...	..	46	32	....	6	....	25	31¼	....	20	25	....	....
Sterling Motor Truck Co., Milwaukee, Wis.																			
1½	1½	142	120	70	50	...	..	48	33½	31 11/16	11¼	....	26	34	18	21	25	56½	....
....	2	142	120	70	50	...	..	48	33½	31⅝	11	....	26	34	18	21	25	56½	....
....	2½	156	138	84	54	...	..	48	34	31 11/16	11	....	26	34	18	21	25	56½	....
....	3½	162	144	85	59	...	..	58	34	34⅞	11½	....	26	35	18	21	25	58	....
W	5	168	158	91	67	...	..	58	38	36½	9	....	26	35	18	21	25	58	....
ELD	5	174	158	97	61	...	..	58	38	35¾	10	....	26	35	18	21	25	....	....
EHD	5	174	158	97	61	...	..	58	38	35¾	10	....	26	35	18	21	25	58	....
Ch	7½	174	158	97	61	...	..	58	38	36⅛	9⅝	....	26	35	18	21	25	58	....
Stewart Motor Corp., Buffalo, N. Y.																			
16	1	130	89⅜	51⅝	37¾	98	47	51	32	28	13	24	20½	24¾	8	18½	20½	52	750
15X	1	128	94¾	55⅜	39⅜	100	45	51	32	29½	12¼	24	20½	29⅜	14	18¾	20½	55½	800
17	1¼	145	109⅜	66⅝	43	120	46	51	32	31¼	11½	24	20½	25¼	8	18½	20½	52	1000
17	1¼	160	124⅜	81⅜	43	138	46	51	32 1/16	31¼	11½	24	20½	25¼	8	18½	20½	52	1000
9	1½	140	119	66	53	120	44	51	32	33	12	24	20½	30¾	15½	18¾	20½	55½	1100
9	1½	154	119	80	39	120	44	51	32	33	12	24	20½	30¾	15½	18¾	20½	55½	1100
9	1½	174	153	100	53	168	44	51	32	33	12	24	20½	30¾	15½	18¾	20½	55½	1100
7X	2½	156	132¾	79⅛	53⅜	144	44	51	32	35½	12½	24	20½	30¾	15½	18¾	20½	58½	1300
7X	2½	174	150¾	97⅛	53⅜	168	44	51	32	35½	12½	24	20½	30¾	15½	18¾	20½	58½	1300
7X	2½	124½	76	48	28	84	44	51	32	36	13	24	20½	30¾	15½	18¾	20½	58½	1300
10X	3½	165	138	78¼	59¾	156	52	58	32	40½	13½	28	22¼	30¾	15½	18¾	22¼	59	1500
10X	3½	185	162	98¼	63¾	180	52	58	32	40½	13½	28	22¼	30¾	15½	18¾	22¼	59	1500
Traffic Motor Truck Corp., Div. National Motors Corp., St. Louis, Mo.																			
4000	2	142	116	71	45	126	...	39	34	32	....	....	27¾	28	12	17	27	....	....
6000	3	135	121	70	51	126	...	39	34	31	....	....	27¾	28	12	17	27	....	....
8000	4	138	132	73	49	126	...	39	34	32	....	....	27¾	28	12	17	27	....	....
Transport Truck Co., Mt. Pleasant, Mich.																			
15	1	128	98⅛	57⅜	40¾	98	44	50½	34	29¼	....	....	20	29¾	13½	17⅛	14½	53½	600
15A	1	138	108⅛	67⅝	40½	120	44	50½	34	29¼	....	....	20	29¾	13½	17⅛	14½	53½	600
26	1½	140	113⅞	70¼	43⅝	120	61	52	34	29¾	....	....	19⅛	31½	14½	19¾	19⅛	....	600
36	2	144	120¼	72¾	47½	132	73	52	34	31⅜	....	....	19⅛	29¾	14½	19¾	19⅛	....	800
36A	2	160	140¼	88¾	51½	156	73	52	34	32¼	....	....	19⅛	29¾	14½	19¾	19⅛	....	800
61	3½	150	127⅜	78⅛	49¼	144	73	52	34	31½	....	....	19⅛	28¾	14½	19¾	19⅛	....	1100
61A	3½	170	152⅛	98⅛	54	168	73	52	34	31½	....	....	19⅛	28¾	14½	19¾	19⅛	....	1100
61C	3½	150	111⅝	78⅛	33½	126	60	52	34	31½	....	....	19⅛	28¾	14½	19¾	19⅛	....	1100
75	5	170	150⅛	93⅛	57	162	86	58	36½	35⅛	....	....	19⅛	31½	14½	19¾	19⅛	....	1400
75A	5	190	174⅛	113⅛	61	186	86	58	36½	35⅛	....	....	19⅛	31½	14½	19¾	19⅛	....	1400
75C	5	170	126	93⅛	32⅞	144	60	58	36½	35⅛	....	....	19⅛	31½	14½	19¾	19⅛	....	1400
Traylor Engineering and Mfg. Co., Allentown, Pa.																			
B	1½	140	117	75	42	126	68	..	34	30	8	....	22⅞	28½	17	20	22⅞	....	1200
C	2	146	122½	73½	49	132	72	..	34	33	8	....	22⅞	31	17	20	22⅞	....	1400
D	3	150	142	76	66	150	72	..	34	35	6	....	22⅞	31	17	20	22⅞	....	1700
F	5	170	166½	92½	74	178	86	..	35	38	7	....	22⅞	34	21	20	22⅞	....	2000

Model or No.	Name	Cap. in Tons	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	Max. Body Weight Recom'd Lb.
	Union Motor Truck Co., Bay City, Mich.																			
F		2½	155	133½	77¾	55¾	144	72	58	32	35	....	....	....	....	....	....	....	....	....
FL		2½	178	156½	100¾	56¼	168	78	58	32	35	....	....	....	....	....	....	....	....	....
H		4	174	157½	98	59½	192	78	58	34	34	....	....	....	....	....	....	....	....	....
HL		4	184	157½	108	49½	192	78	58	34	34	....	....	....	....	....	....	....	....	....
	United States Motor Truck Co., Cincinnati, O.																			
N		1½	144	120	82	38	126	46	52½	34	12	9¼	....	24½	31	14½	19	24½	56	1050
N		1½	162	168	100	68	174	46	52½	34	12	9¼	....	24½	31	14½	19	24½	56	1050
NW		2	117	89	53	36	96	48	52½	34	13½	7¾	....	24½	31	14½	19	24½	56	1200
NW		2	145	124	81	43	130	48	52½	34	13½	7¾	....	24½	31	14½	19	24½	56	1200
NW		2	163	166	99	67	172	48	52½	34	13½	7¾	....	24½	31	14½	19	24½	56	1200
R		3	144	118	80	38	124	48	52½	34	15	7	....	24½	32	14½	19	24½	56	1450
R		3	156	142	92	50	148	48	52½	34	15	7	....	24½	32	14½	19	24½	56	1450
R		3	172	166	108	58	172	48	52½	34	15	7	....	24½	32	14½	19	24½	56	1450
S		4	150	124	84	40	130	54	52½	36	16	5	....	24½	32	14½	19	24½	56	1700
S		4	168	154	102	52	160	54	52½	36	16	5	....	24½	32	14½	19	24½	56	1700
S		4	178	178	112	66	184	54	52½	36	16	5	....	24½	32	14½	19	24½	56	1700
S		5	150½	124	84½	39½	130	54	52½	36⅛	16	7	....	24½	32	14½	19	24½	56	1800
S		5	168¼	154	102¼	51¾	160	54	52½	36⅛	16	7	....	24½	32	14½	19	24½	56	1800
S		5	178½	178	112½	65½	184	54	52½	36⅛	16	7	....	24½	32	14½	19	24½	56	1800
T		7	162	136	91	45	138	56	52½	36	18½	6	....	24½	33	14½	19	24½	56	1900
T		7	172	166	101	65	172	56	52½	36	18½	6	....	24½	33	14½	19	24½	56	1900
T		7	186	190	115	75	196	56	52½	36	18½	6	....	24½	33	14½	19	24½	56	1900
U		1¼	138	108	70	38	114	46	44	32	11½	9¼	....	25½	27¾	....	20	25½	56	900
	Vreeland Motor Co., Inc., Hillside, N. J. (Ultimate)																			
AJ		2	140	11⅝	66⅛	45½	...	44	50	32¾	32	....	....	23	29½	18	22½	....	....	....
AJL		2	156	132⅝	82⅝	50	...	44	50	32¾	32	....	....	23	29½	18	22½	....	....	....
AJXL		2	175	151⅝	101⅝	50	...	44	50	32¾	32	....	....	23	29½	18	22½	....	....	....
B		3	154	129⅝	80⅛	49½	...	44	50	32¾	32	....	....	23	29½	18	22½	....	....	....
BL		3	178	179⅝	104⅛	75½	...	44	50	32¾	32	....	....	23	29½	18	22½	....	....	....
	Wachusett Motors Inc., Fitchburg, Mass.																			
K		2	154	145	79	66	150	78	56	33	32	....	....	24	30	17	22	24	55	1400
L		2½	170	144	93	51	156	84	56	33	34	....	....	24	30	17	22	24	55	1600
	Walker Johnson Truck Co., Woburn, Mass.																			
L		1½	166	148	86½	61½	156	48	56	32	30	7	25	22	27	18	23	22	54	1200
B		3	137	111½	69	42½	120	48	56	32	30	7	24	22	27	18	23	22	54	900
	Wilcox Trux Inc., Minneapolis, Minn.																			
AA		1	130	96	57	39	114	47	49	39	31	6	23	26	31	16½	18	26	....	900
H		1½	156	132	81¼	50¾	144	47	49	33	33	8	24	26	29	16½	18	26	....	1200
Z		2½	156	132	81¼	50¾	144	47	49	33	31	10	24	26	31	16½	18	26	....	1300
EE		3½	162	156	90⅝	65⅜	168	51	49	33	38	9	27	26	31½	16½	18	26	....	1600
F		5	162	148½	86	62½	168	56	49	36	35	9	27	26	31	16½	18	26	....	2000
	Willys-Overland Co., Toledo, O. (Overland)																			
SPAD		½	100	31¼	29	27	114	46 3/16	42½	26	24 3/16	13 1/16	17 3/16	25¼	26	13	19¾	25⅞	....	600
	Witt Will Co. Inc., Washington, D. C.																			
N		1½	120	100	56½	43½	100	58	52	32	34	....	....	16	27	16	19	16	....	1000
S		3	144	139	80½	58½	139	58	52	32	34	....	....	16	27	16	19	16	....	1400
A		3½-5	172	151	101	50	151	69½	60	38	39	....	....	27¼	40	19	18	27¼	....	1800
	Yellow Cab Mfg. Co., Chicago, Ill.																			
T-1		1	130	88	55	33	108	44	44	34½	29	11	22½	24	28½	15	22	24	54	....
T-3		½	109	52	38	14	84	48¼	43	42⅜	26	11⅜	19	28	26¾	12	16½	26½	51	....

Electric Trucks

	Commercial Truck Co., Philadelphia, Pa.																			
D1		½	100	75	35½	39½	84	47½	..	35½	33¼	....	....	....	28½	....	....	....	....	800
B1.5		¾	91⅝	83⅝	48⅛	25½	96	47	46	35½	32¾	....	....	24½	29¾	15⅜	21⅞	24½	....	1000
D1.5		¾	116	87	51½	35½	96	47	..	35½	33	....	....	....	28½	....	....	....	....	1000
B2		1	101	97⅝	71⅛	25½	108	46	46	35½	32½	....	....	24½	29¾	15⅜	21⅞	24½	....	1200
D2		1	124	99	59½	39½	108	46	..	35½	33	....	....	....	28½	....	....	....	....	1200
B4		2	116	132⅝	94⅝	38	147	51	46	42	35¼	....	....	24½	28½	15⅜	21⅞	24½	....	1500
C6		3	122	138⅝	100⅝	38	150	52½	46	33½	36½	....	....	24½	28½	15⅜	21⅞	24½	....	1800
C7		3½	126	150⅛	104⅝	45½	168	50½	46	33½	36¼	....	....	24½	28½	15⅜	21⅞	24½	....	2000
A7		3½	122	150⅛	111⅛	39	162	52½	46	33½	38⅜	....	....	24½	30	15¾	21⅞	24½	....	2000
A10		5	132	168⅜	126⅞	41½	186	50½	46	33½	38⅜	....	....	24½	30	50¾	21⅞	24½	....	2500
	Kelland Motor Car Co., Newark, N. J.																			
ATS		½	102	70	42	28	96	44½	48	33½	28½	10½	22	26	32½	19	20	26	24	800
BTS		¾	102	70	42	28	96	44½	48	33½	28½	10½	22	26	32½	19	20	26	24	1000
CTS		1	102	70	42	28	96	44½	48	33½	28½	10½	22	26	32½	19	20	26	24	1200
AT		½	102	92	64	28	114	44½	48	33½	28½	10½	22	26	32½	19	20	26	24	800
BT		¾	102	92	64	28	114	44½	48	33½	28½	10½	22	26	32½	19	20	26	24	1000
CT		1	102	92	64	28	114	44½	48	33½	28½	10½	22	26	32½	19	20	26	24	1200
AH		½	106	92	67½	24½	114	44½	48	36	36½	4½	23	26	29½	16	20	26	24	800
BH		¾	106	92	67½	24½	114	44½	48	36	36½	4½	23	26	29½	16	20	26	24	1000
CH		1	106	92	67½	24½	114	44½	48	36	36½	4½	23	26	29½	16	20	26	24	1200
	Lansden Co. Inc., Danbury, Conn.																			
Century		⅝	108	90	...	96	44	..	30	30	....	....	....	....	....	....	....	....	....	600
Century		1	112	102	...	..	108	44	..	30	31	....	....	....	....	....	....	....	....	800
Marathon		1	108	112	...	..	120	44	..	36	34	....	....	....	....	....	....	....	....	900
Marathon		2	121	130	...	..	144	54	..	44	36	....	....	....	....	....	....	....	....	1200
Marathon		3½	133	142	...	..	156	57	..	44	39	....	....	....	....	....	....	....	....	1800
Marathon		5	146	156	...	..	168	62	..	44	39	....	....	....	....	....	....	....	....	2200
	Steinmetz Electric Motor Car Corp., Arlington, Md.																			
10		½	114	72	38	34	74	48	45	33	31	8	21	23	25	18	26	23	53	650
15		¾	114	82	38	44	84	48	45	33	31	8	21	23	25	18	26	23	53	750
	Walter Motor Truck Co., Long Island City, N. Y.																			
FR		7	136	156	96	60	168	..	60	36	37	....	....	....	....	....	20	26	....	2500
F		5	136	156	96	60	168	..	60	36	37	....	....	....	....	....	20	26	....	2500
FL		3	118	132	78	54	144	..	60	35	35	....	....	....	....	....	20	26	....	2000
	Ward Motor Vehicle Co., Mt. Vernon, N. Y.																			
A 211		...	88	79½	53½	26	83	47¾	45	33 2/16	29	....	....	27	30	18⅜	20	24⅞	....	800
B 222		...	91	90	46¼	33½	95	47	45	33 2/16	30	....	....	28	30	18⅜	20	25¾	....	950
C 211		...	96	105	63½	41½	111	47	45	33 2/16	31	....	....	28	29	18¾	20	25¾	....	1200
E 211		...	108	130	76½	53½	138	50	45	33¾	32	....	....	28	28¼	18¾	20	26¼	....	1500
G 211		...	120	154	89½	64½	163	46	45	33⅞	33	....	....	28	27¼	19	20	26	....	2000
J 211		...	136	180	104½	75½	190	54	50	34⅝	34½	....	....	30	31½	19	20	30½	....	2500
M 211		...	152	202	121½	80½	214	52½	50	36	37	....	....	30	30½	19	20	30¾	....	3000

Statement of Ownership, Management, Circulation, Etc.

Required by Act of Congress of August 24, 1912

Of COMMERCIAL CAR JOURNAL, published monthly at Philadelphia, Pa., for April 1st, 1924

State of Pennsylvania,
County of Philadelphia, ss.:

Before me, a Notary Public in and for the state and county aforesaid, personally appeared C. A. Musselman, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the COMMERCIAL CAR JOURNAL, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication, for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form to wit:

1. That the names and addresses of the publisher, editor, managing editor and business manager are:
   Publisher, CHILTON COMPANY, Chestnut and 56th Sts., Philadelphia, Pa.
   Editor, C. A. Musselman, Merion, Pa.
   Managing Editor, Albert G. Metz, South Ardmore, Pa.
   Business Manager, C. A. Musselman, Merion, Pa.
2. That the owners are:
   United Publishers Corporation, 239 W. 39th St., New York City.

Stockholders of United Publishers Corp.:
John C. Curtis, London, England.
Fritz J. Frank, Pleasantville, N. Y.
Mabel M. Griffiths, Montclair, N. J.
W. H. Lindsay, 508 W. 112th St., New York.
J. H. McGraw, Jr., 10th Ave. and 36th St., New York.
Elizabeth S. Mekeel, Montclair, N. J.
A. C. Pearson, Upper Montclair, N. J.
Lelia C. Pearson, Upper Montclair, N. J.
Chas. G. Phillips, Upper Montclair, N. J.
Chas. Swayne Phillips, Upper Montclair, N. J.
Jennie M. Phillips, Upper Montclair, N. J.
W. I. Ralph, 231 W. 39th St., New York.
Franklin T. Root, Bronxville, N. Y.
Olive Root, Bronxville, N. Y.
Winifred Root, 2 W. 67th St., New York.
Chas. T. Root, 2 W. 67th St., New York.
Elizabeth S. Root, 2 W. 67th St., New York.
G. E. Sly, 630 W. 141st St., New York.
Velma S. Stevens, 325 West End Ave., New York.
M. J. Swetland, trustee for Grace E. Swetland, Redlands, Cal.
W. H. Taylor, Upper Montclair, N. J.
Everit B. Terhune, Boston, Mass.
James Artman, 4538 Chestnut St., Philadelphia, Pa.
George H. Buzby, 19th and Walnut Sts., Philadelphia, Pa.
C. A. Musselman, Merion, Pa.
Publishers Securities Co., Montclair, N. J.

Stockholders of Publishers Securities Co.:
Velma S. Stevens, 325 West End Ave., New York.
M. J. Swetland, trustee for Grace E. Swetland, Redlands, Cal.
Ruth S. Kane, Montclair, N. J.
Dorothy S. Johnson, New York, N. Y.
Root Securities Corporation, 239 W. 39th St., New York.

Stockholders of Root Securities Corp.:
F. T. Root, Bronxville, N. Y.
Geo. F. Root, Bronxville, N. Y.
Ralph Root, Brooklyn, N. Y.
Winifred Root, New York, N. Y.
Royal P. Root, New York, N. Y.
Esther S. Root, New York, N. Y.
Waldo Root, New York, N. Y.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.
4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholders or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders, who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and that this affiant has no reason to believe that any other person, association or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

C. A. MUSSELMAN,
Business Manager.

Sworn and subscribed before me this 28th day of March, 1924.

(Seal) HARRY SMITH.

(My commission expires March 6th, 1927.)

The "Trade-in Blues"

(Concluded from page 25)

in mind in buying it in. His cost for doing the work is much less than would be that of the average garage or manufacturer's service room because he is equipped for it and nothing else. When he has the car or truck in A-1 shape he sells it with his guarantee just as a local salesman would do, and it is surprising what good prices and profits he is making. The business is paying him well and the salesmen and regular motor car and motor truck dealers in that city will tell you in no uncertain terms that the "trade-in" problem is settled for all time in that locality.

Another way in which this same "second-hand" dealer is making attractive gains is by tearing down standard cars and trucks whose commercial hauling value is uncertain. When a truck or automobile is brought to this man in such condition that further hauling would not be economic, he buys it at a very low price—$50 to $100 sometimes. His mechanic tears it down, junking parts that obviously are of no value but retaining all parts that are in good condition. So it is not surprising that this man sometimes re-sells the good parts of a vehicle at a profit of more than 200 per cent.

There is food for thought in the business of this man and a few others like him. They are making money for themselves and are relieving the local car and truck representatives of a heavy burden. There are not a few hard headed motor truck and auto men who contend that this plan if co-operated with and fostered by the regular dealer and manufacturer would remove forever the bogy of the "trade-in."

Pertinent Subjects at Safety Council Meeting

A number of subjects of interest to the motor truck industry appear on the program of the joint safety conference to be held in Cleveland, May 16, under the auspices of the engineering section of the National Safety Council, Cleveland Engineering Society and the Society of Ohio Engineers. The topic at the morning session will be Safety Legislation and Codes and the afternoon session will cover Plant Housekeeping.

New York Central Railroad Replaces More Local Freight Trains With Trucks

After three months' intensive study and trial of the motor truck as a replacement unit for the transportation of freight in less than car load lots destined for unloading in the congested New York City district, the New York Central Railroad has set its stamp of approval on this method of freeing freight cars for other service by using trucks for all less-than-carload lots of freight coming into New York City and points east of Buffalo.

Following the inauguration of this service on the Harlem side of the Electric Division on Jan. 28 and on the Hudson side of the same division Feb. 11, the New York Central has followed this up by establishing five trucking zones in Western New York in what is known as the second district of the New York Central Railroad, namely, Syracuse, Newark, Rochester, Medina and Buffalo.

The method is similar in principle to that employed on the Electric Division; that is, less-carload freight is handled by trucks from the above mentioned points to various nearby stations, the trucks picking up freight at the intermediate stations for points beyond, and returning, handling freight for intermediate and zone stations. The trucking is handled by a contractor, the equipment varying from one truck at Syracuse, making sixty-four miles daily, to 28 tractors, trucks and trailers at Buffalo, averaging 530 miles daily.

On the New York Central west of Buffalo at Erie, Youngstown and Ashtabula, motor truck operation to replace trap car terminal service was inaugurated some three or four years ago. At these points freight is handled between various connections by contractor, usually a concern doing a general trucking business. It is customary for the contractor to call up the freight station, ascertain the amount of freight to be handled and then send a truck of sufficient size to accommodate it. Freight at these stations is hauled only two or three miles.

At Cleveland the operation differs somewhat in that the service is performed between the New York Central's own station, viz: Orange Avenue, Collinwood, East One Hundred and Fifth Street and Detroit Street, instead of from one connection to another. This work is also performed by a contractor but has been in operation only a few months. A 7½ ton tractor and six two-wheel closed trailers of 8 tons capacity are used. The trailers are handled under seals, being loaded and unloaded at freight houses by company forces and hauled betwen stations by contractor. The total daily mileage is approximately 50 miles.

The New York Central states that motor truck service to replace local freight train service will shortly be established at such other points where surveys will show that such service can be operated profitably and give shippers the requisite service, and that surveys are under way preliminary to the extension of the plan in other territory.

President Coolidge to Greet Highway Commission

An audience with President Coolidge and two days of entertainment, featured by a luncheon at the Pan American Union and an afternoon down the Potomac River, have been arranged for the members of the Pan American Highway Commission when they assemble in Washington early in June.

Coming from twenty Latin American nations, the thirty-eight men who are to make an intensive field study of highways and transportation in the United States as guests of the Highway Education Board and associate organizations, will meet in Washington on the morning of June 2 preparatory to a three weeks' tour over the highways of this country.

The first official act of the commission will be to visit the State Department, where the members will pay their respects to Secretary of State Hughes.

On Tuesday, June 3, officials of the U. S. Bureau of Public Roads will conduct the commission to Arlington, Virginia, where the experimental work of the Bureau of Public Roads is conducted. At this experimental farm of the United States Department of Agriculture the commission will witness the experiments which are being made by the Federal Bureau for the purpose of solving the numerous problems of highway design and construction.

Tuesday evening the commission will entrain for Raleigh, North Carolina, the first stop on the itinerary.

This itinerary, which is being carefully worked out by Thomas H. MacDonald, Chief of the U. S. Bureau of Public Roads, and S. T. Henry, who, in behalf of the Board, is in executive charge of the plans for the commission, will include visits to many of the educational institutions as well as actual observation of field conditions. The travel plans, points where the commission will pause, and other details, are to be announced within the near future.

Analyze Transportation Needs Says B. A. Gramm

"Instead of going to the front office to sell a motor truck, the salesman should first go around to the shipping department to investigate his customer's business, to see what type of truck will be best adapted to the work." This was the advice of B. A. Gramm, vice-president of Gramm-Bernstein Motor Truck Co., Lima, O., to a group of Gramm-Bernstein dealers who attended a sales conference and dinner in Philadelphia last month.

After the dinner dealers were entertained by the exhibition of the Liberty Truck film, showing the severe test which the war department imposed before accepting it for war duty. Mr. Gramm was the first manufacturer to produce Liberty trucks, and helped the war department in establishing standard specifications.

Those present at the meeting were: Albert Schoeffler, Schoeffler's Garage, Hazleton, Pa.; M. P. Pitt, Schoeffler's Garage, Hazleton Pa.; Harry Grover, Schoeffler's Garage, Hazleton, Pa.; W. B. Rhodes, Schoeffler's Garage, Hazleton, Pa.; W. V. Macy, Macy Motor Co., Newark, N. J.; C. H. Bowers, City Storage Co., Hagerstown, Md.; J. W. Brown, Norfolk, Va.; Chas. J. Corr, Philadelphia; C. L. Paul, Philadelphia; H. D. Lippincott, Philadelphia; E. C. Kauder, Philadelphia; W. W. Carter, Philadelphia; C. G. Proctor, Philadelphia; Earl Kane, Philadelphia; A. E. Taylor, Philadelphia; Chas. E. Hatmaker, Hatmaker's Garage, Wilkes-Barre, Pa.; H. Gillispie, Philadelphia; B. A. Gramm, Lima, Ohio, R. J. Faragher, Chilton Company.

Moreland Motor Truck Increases Its Capitalization

To take care of the $1,000,000 additions planned for the Burbank, Cal., factory, C. W. Creighton, secretary of the Moreland Motor Truck Co., announced recently that the concern has increased its capital from $2,500,000 to $5,000,000.

With the building of the three fire-proof units called for by the building program the capacity of the Burbank plant will be increased from 125 to 200 trucks a month. The $5,000,000 capitalization is divided into 500,000 shares; par value $10. 400,000 shares are common stock, and 100,000 are preferred.

The Moreland Truck Company's board of directors consists of: W. L. Moreland, President; C. W. Creighton, Secretary; R. H. Raphael, J. L. Amer, L. Goldwater, I. O. Levy, and Morris Cohn.

Bosch Announces New Impulse Starter

The American Bosch Magneto Corporation, of Springfield, Mass., has just announced a new adjustable Impulse Coupling Type IC-200, for use with Bosch high tension magnetos on heavy duty gas engines on trucks and tractors. The coupling is a spring device of simple construction enclosed by a steel housing which makes it dust proof and indestructible. The driving member is adjustable to the finest degree for timing and through the use of a coupling disk, a most flexible and yet definite drive is accomplished. It can readily be taken apart and put together correctly and the rotation changed from clockwise to anti-clockwise in a few minutes.

New A. E. A. Film Making a Favorable Impression

"Profitable Maintenance," the new animated motion picture produced by the Automotive Equipment Assn., is meeting with popular approval everywhere shown, according to Arthur R. Mogge, merchandizing director of the A. E. A. As a result of its reception in Ft. Worth at the Texas Dealers' convention there will be several showings over that state in the near future. Letters received by Mr. Mogge indicates that "Popular Maintenance" will be much in demand.

New Organization Takes Over Master Motors

The Master Motor Truck Manufacturing Co., a new concern, has just taken over the factory, fixtures, machinery, tools, trademark and good will of the Master Motors Corp. on Archer Ave., Chicago. All the former interests have been bought out and the new concern is composed of a coterie of practical motor truck men of good financial standing and wide experience. C. C. Smith heads the company as president and general manager. Mr. Smith was one of the original builders of the Randolph truck and has been continuously in the truck manufacturing business ever since. Theo. B. W. Zumstein, who stands very high throughout the country as a motor truck merchandiser, is in charge of sales, assisted by Bob Crowthers, who will look after the details of the Sales Department and handle the advertising. The new company has not only continued operations in the plant but has increased production to meet the greater demand for Master trucks.

Bookings for Motor Truck Film Can be Obtained Free

Bookings for the government educational motion picture, "The Story of the Motor Truck" can be made through the Bureau of Mines, Department of Interior, Pittsburgh, Pa., or through the General Motors Truck Co., Pontiac, Mich. This film, which is creating much interest, was made by the U. S. Department of Mines in co-operation with the General Motors Truck Co., for the purpose of promoting educational work on the subject of the manufacture and use of the motor truck.

Fifty-Nine Charging Stations in Greater New York

The 1924 edition of "Electric Automobile Charging Stations in New York City and Vicinity," prepared by the New York Edison Co., lists 59 electric vehicle charging stations in Greater New York—regular and emergency.

The charging stations listed establish electric truck routes between our principal cities and by making use of the facilities these stations offer, electric truck users should get maximum service.

There are two classes of charging stations—public garages and private garages of electric truck owners. While these owners are quite ready to help a fellow owner in an emergency and will place their charging facilities at his disposal, they do not care to make a regular practice of this business.

Copies of this booklet, including charging stations within a radius of 293 miles of Columbus Circle, N. Y., will be sent upon request to Charles R. Skinner, Jr., manager, Automobile Bureau, the New York Edison Co., Irving Place & 15th St., New York City.

How to Analyze Delivery Problems

(*Continued from page 23*)

later trips, there is an interval of several hours. This time the salesmen usually put in sleeping and, if he thinks the route analyst all right, will stake him to a berth on the sofa or couch. Also the route salesmen can hamper the transportation engineer in so many ways, it is "good politics" to conciliate him.

In reporting time leaks—be careful not to report any act of the salesman which will subject him to censure.

Give time-saving suggestions of the type that will win the man's approval—keep the rest of what you know about the personnel "under your hat."

Referring to the route data given above—it represents sub-average conditions so far as speed and roads are concerned. It rained continuously during the speed tests of gas trucks and electrics and the roads were wet and muddy during the entire month in which the tests were made.

My rating of "poor," "fair" and "good" were made on the following basis:

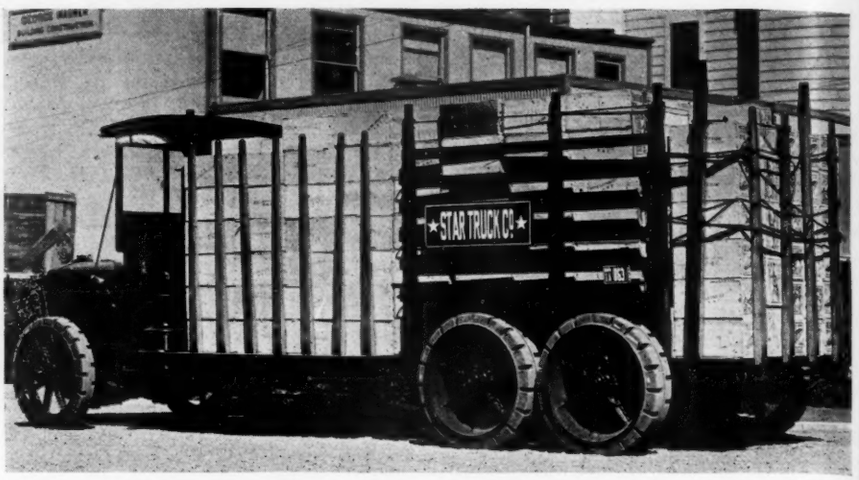
Clay roads with deep ruts ..."poor"
Macadam covered with mud.. "fair"
Concrete roads ....."good"

In addition to the routes which were run by the demonstrator truck, general data on loads, trips, etc., of routes not covered was obtained in the office of the baking company.

A partial field survey was made of these routes by riding on gas cars (not trucks) and in some cases observations were made afoot.

Recommendations were made for the continuance of gas trucks on most of the routes where they had been used, substituting electrics on only 12 of the 58 gas routes.

But in closing, **I want to point out that had these been a horse and gas truck plant, instead of electrics and gas trucks, the dealer whom we helped on the analysis would have sold nearly 50 electrics, most of which would have replaced horses.**



This Vehicle Will Haul a Pay Load of 20,000 Lbs. With No Tire Carrying Over 700 Lbs. Per In. of Tire Base Width

Doane 6-Wheeler Low Bed Job

THIS six wheeler was built and designed by the Doane Motor Truck Co., San Francisco. It is loaded with 300 cases of Alaska canned salmon weighing 10¾-tons packed by the Alaska Packers Assn. and operated by the Star Truck and Transfer Co., Los Angeles. It was built to meet the requirements of the California Highway laws which allow a maximum weight of 34,000 pounds on a 6-wheel vehicle. This equipment will haul a pay load of 20,000 pounds with no tire carrying over 700 pounds per inch of tire base width. The body is 24 in. from the ground and the loading platform 66 in. wide and 16 ft. 9 in. long with 10 in. extensions on either side ahead of the sideboards. A Mead-Morrison power operated capstan is mounted on the front left side with no interference of the loading platform and is valuable in the handling of heavy machinery, safes and also for hoisting jobs, as it has a capacity of 5000 pounds single line lift.

The rear construction with two axles is especially designed to conform to the irregularities of the road, making an equal distribution of weight on all four wheels regardless of road conditions.

The rear spring is of the semi-elliptic type differing from the conventional design inasmuch as it is inverted, having an end bearing on each axle and attached to the frame by a trunnion pin through the spring block.

The general specifications covering this equipment include: Waukesha engine 5 x 6¼ in., Brown-Lipe No. 60 Transmission and an auxiliary transmission made by the same manufacturer; Lavine Steering gear, Timken bearings throughout, Thermoid-Hardy universal discs, Flexo radiator core, U. S. Spring Co. chrome vanadium springs, Bosch Magneto, Master carburetor, West Steel wheels, Baldwin drive chains and Brown-Lipe-Chapin Drive gears.

Front tires are 36 in. x 7 in. and 36 in. x 10 in. rear. The service brake is of the contracting band type mounted on the jackshafts, and the emergency four in number on each rear wheel, of the expanding shoe type 4 in. wide and 20 in. in diameter.

Yes! It Looks Like a Gas Truck But It's an Electric

This is a special job developed by the Commercial Truck Co., builders of the C-T electric. The battery is carried underneath the body. A part of the shroud directly below the door acts as a cover for the battery compartment

To Make Truck Patented Wheels

The erection of a large plant in Cincinnati for the manufacture of a patented wheel for motor trucks is forecast by the announcement of the incorporation of the American Flexible Wheel Corp. by business men of Cincinnati and Louisville.

Incorporators of the new company are: Gerson J. Brown, president of the J. B. Moos Cigar Co.; Edgar S. Freiberg and Samuel Loid of Louisville. The company is to manufacture a wheel patented by John Stitzel of Louisville. It is said to be of the disc type, containing eight springs which make for resiliency and increase the mileage of solid tires.

Energy and Service Will Put Truck Sales Across

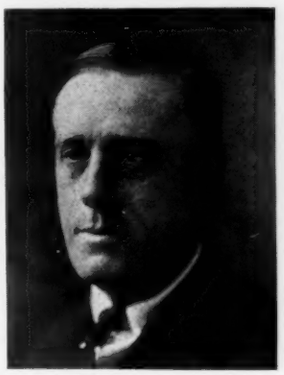
Chassis Are Fitted With Different Types of Bodies so That the Salesman Can Demonstrate the Whole Vehicle to Their Prospects. Salesmen Are Paid a Flat Commission on Used Trucks

By T. F. CULLEN

SELLING 90 trucks in less than six months, even in a city like Cleveland, is a good sales record for any dealer. Making a substantial profit on this business is also in the nature of a real achievement. This is the record of the David Motor Car Company, Mason Road King distributors in the Cleveland territory. This firm also handles Durant and Star passenger cars in the same district. They have a branch at Canton, from which the whole business has grown, and have recently opened another branch at Akron.

Up to last September, although they had been handling the Mason Road King for several months, they had not done anything out of the ordinary in the way of truck sales. Then the manager of the business, who by the way is a woman and a very capable executive, Mrs. M. Shontz, decided that the best way to sell trucks was to put an experienced truck sales manager in charge and let him handle the job in his own way, subject to the general rules of the organization.

Mrs. M. Shontz



W. B. Campion

W. B. Campion was selected for the work. He had previously been truck sales manager for another dealer in Cleveland, was well known locally and had made a name for himself in this work. Campion has built up a well knit truck sales organization, composed for the most part of men who have had previous experience in selling trucks. There are no brass band methods, no high pressure sales tactics, no contests—and no wild trades. Nevertheless the methods by which this organization sold 90 trucks in less than six months are worthy of study. Perhaps there may be a hint or two in them for other dealers who are determined to increase their truck sales and profits.

Prompt Service a Feature

Good service has undoubtedly had much to do with the success of the David Motor Car Company in selling trucks. A very complete stock of spare parts is maintained and a service truck is kept ready to go out at a moment's notice. The shop is well equipped, but not out of the ordinary. The big feature of the service is that in case a customer's truck suffers an accident or needs extensive repairs, the service truck is loaned in its place, if necessary to enable the customer to continue his transportation without delay. Needless to say, when the service truck is loaned in this way there is no unnecessary delay in getting the customer's vehicle back on the road.

Salesmen are paid a drawing account and commission, so that each man is assured of a reasonable and steady income even when his sales are not very regular.

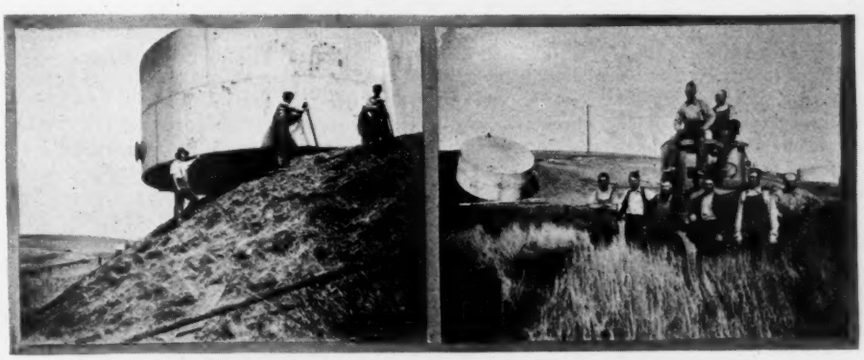
Each salesman has a demonstrating truck which he uses on all business calls. There are five salesmen, and each one has a different body type on his demonstrator. Of course salesmen frequently trade trucks with one another when necessary in covering prospects in different lines of business. Demonstrating trucks are used about three months on the average, and then sold at reduced prices.

Each salesman keeps his own prospect list, but reports all calls to the master file. The sales manager goes over this file frequently, and if necessary calls on "tough" prospects with the salesman.

Used trucks have not presented any unusual difficulties—they haven't been allowed to get the upper hand. The salesman sells the new truck first and sells it just as thoroughly as possible, so that there is little likelihood of squabbles over the trade-in allowance afterwards. Salesmen are paid a flat commission on every used truck sale. This policy has worked out so well that in the latter part of February, when this was written, there were only four used trucks on hand—and two of them were sold. Each traded-in vehicle is put in good running condition and repainted if necessary before selling, so that it represents good transportation value for the price asked for it.

As an instance of how the David Motor Car Company "watches the pennies," the truck service department has been located in a separate building across the rear alley from the main building, so that the rental for this department is much lower than if it occupied the necessary space in the high rent building on Euclid Ave.

The factory supplies a wide variety of standard body types, but a few sales have been made of special body styles built locally to suit the peculiar needs of some prospects.



Ten Immense Steel Tanks Moved by Land and Water

Ten steel tanks each 22 ft. 9 in. in diameter by 10 ft. high, having served in connection with the manufacture of high explosive near San Francisco during the war, were moved a distance of 25 miles to be used in an oil supply station in Oakland. By means of 4-in. pipe used as rollers, with pipe flange at one end of the pipe to facilitate turning the pipe and moving the tank, each tank was moved from its foundation to the edge of a nearby bank, and tipped over the bank. After this it was quite easy to raise them farther on edge by means of an auto truck pulling on a rope block and cable. With the tank on edge, a rolling hitch with steel cable enabled the auto truck to move quite rapidly.

Are You Selling Your Service to the Fleet Owner?

Here's a Concern That Specializes on Truck Service for the Fleet Owner. He is Sold on the Basis of Excellent Work Plus Less Cost

By GERALD F. DOYLE

SPECIALIZING in a repair service for trucks, its slogan being: "We Keep Them Rolling Economically," the Harrison Motor Car Company has built up virtually the largest motor truck repair service in Denver. It is unexcelled in point of equipment for repairs.

In building up this specialized truck service, this company has made considerable play of the features it claims to have for fleet owners, namely, that they are saved a large investment in shop equipment and parts stock, and at the same time can be assured of fully conditioned trucks.

The work for large companies which operate trucks is not done on a contract basis, as might be supposed. No inducements beyond the promises, upon which they stand, of excellent work and the demonstration that it is more profitable to use the Harrison service than to maintain large repair equipment at a constant and heavy overhead, are given.

Oiling and greasing of trucks, examination and tightening of bolts, etc., are done on a contract however, it being agreed upon how many times such work is to be done during the month. This is primarily an inspection service and is conducted separately from the repair service.

It is the experience of the Harrison company that many fleet owners have given up their own shops and equipment for repairing in favor of the Harrison service.

A feature is made especially of the service which is given to "orphaned" trucks. Parts for such machines are kept on hand to the fullest extent possible and much delay has been saved owners by the fact that the Harrison Company is enabled, thru the large volume of its business, to hold to such a policy, to execute repairs with new parts promptly and without the necessity of getting in touch with makers for replacements.

With trucks which have gone out of making, and of which the stock of parts has been depleted, speed in the making of new parts is featured by the Harrison company.

"We are primarily interested, of course, in giving service to the owner of a truck," says Henry R. Harrison, president of the Harrison Motor Car Company.

"We are endeavoring to show the fleet owner how to keep the cost of maintaining his trucks in full service at the lowest possible figure. To this end we naturally keep in mind the future, looking to increased business, and if we can demonstrate that we can do excellent work with economy to the owner, we will grow. The fact that our service pleases is evinced by the fact that the most of our new work comes from the recommendation of already pleased customers.

"New business is secured by personal solicitation. We find it most effective. Occasionally we get out a circular letter for mail use, and we have used newspaper advertising in a series of announcements of our specialized truck service to very good effect. It is mostly a question of establishing by good service a feeling of confidence and trust in our ability to make good our claims.

"There is unfortunately a suspicion created in the minds of many as to the bona-fides of the average garage. This is caused by the failure by some garagemen to treat customers fairly. Failing to look to the future they are primarily interested in getting all the money they can right now, irrespective of the service they give."

A member of the firm is in charge of the truck repair work. Rigid rules are maintained as to the capabilities of the mechanics. No boys are used as mechanics in the establishment, and the men are men whose worth is proven.

Good wages are paid, sickness is recognized by the company, no man suffering thereby so far as his compensation is concerned and employees are given annual holiday. The firm's endeavors are directed toward building up a permanent personnel. Their efforts in this direction are already bearing fruit, many of the men, in fact the great majority of them having been with the firm over five years.

Another feature of the labor policy at the Harrison company's plant, is that, no matter how rushed the firm may be with work, no extra employees are taken on by the hour, or by the day, during such rush periods.

This avoids getting into the establishment men who do not possibly appreciate

(*Continued on page 76*)

Selling the Prospect at His Own Front Door

This Distributor Does a Big Local Business But Without a Pretentious Show Room. A Lot of Emphasis is Put on the Body as a Sales Feature

By ARTHUR R. FRIEDMAN

IN a quiet, unostentatious manner, with hardly a gesture to any interests outside its own organization, the Frank D. Saupp Co., Inc., Pittsburgh distributors of Dodge Brothers products, has built up a prolific commercial car department until last year, the best in the history of the local organization, the truck sales represented between 22 and 23 per cent of the total volume of business done.

In comparison with the factory average, which is said to be between 17 and 18 per cent, this volume is rather remarkable.

In the Pittsburgh district, the Saupp sales of trucks come next to Ford. Within the national Dodge organization, the Saupp sales of commercial cars are second only to Los Angeles.

In the wholesale department alone, which covers four full counties in Western Pennsylvania and a strip in a fifth, more than 500 trucks were sold last year, and this figure does not include chassis sold without bodies. In the retail department but slightly less number was sold during 1923.

All these results have been accomplished in a manner that excites comment. The company never has seen fit to display a truck in its showrooms. The sales force does not believe that a truck is sold in the home establishment. Rather it is sold in front of the prospective buyer's place of business.

One of the outstanding characteristics of the Saupp organization that has contributed more than perhaps anything else to the success of the company is the supreme faith in the article being sold. It is the belief that the article they sell can successfully outlast and compete with any other line, that sends the salesmen out after prospects with ginger and enthusiasm.

There are three salesmen in the retail department of the commercial end of the organization and one of the remarkable facts is that one of these men, C. L. Brower, last year sold the greatest number of units among all the salesmen working for the company, including the passenger car department.

There are but a few essentials in the salesmen's selling creed. In the main they include:

Lowest cost per ton per mile in running.

Adopt the body to the needs of the buyer's business.

Impress the buyer that his old truck is nothing but junk, if he has one, and is worth junk prices only.

Don't promise anything.

Stressing the idea of lowest cost per ton per mile in operation is the biggest argument in going after fleet business. And the Saupp organization has been getting a big share of this business in the Pittsburgh district. Figures and charts have been prepared and are laid before the buyer and an actual demonstration is made if he is willing to be convinced. Even in single unit sales, the low cost of upkeep wields a tremendous influence in making sales.

The Right Body for the Job

Another idea that has resulted in a big share of business to the company has been that of adopting a body to the needs of the buyer so as to give him complete satisfaction and not have him regret at any time that he purchased the Dodge.

The last two points outlined are the principal reasons why the Saupp company is a money-making organization. They recognize that the profits will stay up when the overhead stays down. And egged on to a certain extent by the factory that it is the province of the dealer to make money and not lose money, they have adopted a policy of **paying as little as possible for old trucks taken in trade,** and by not promising any free service.

It is the policy of the organization that no free service is to be given. In this they compete with offers of 30, 60 and 90 day's service by other makers of trucks, but still manage to come out on top. No discounts are offered in selling, it is declared.

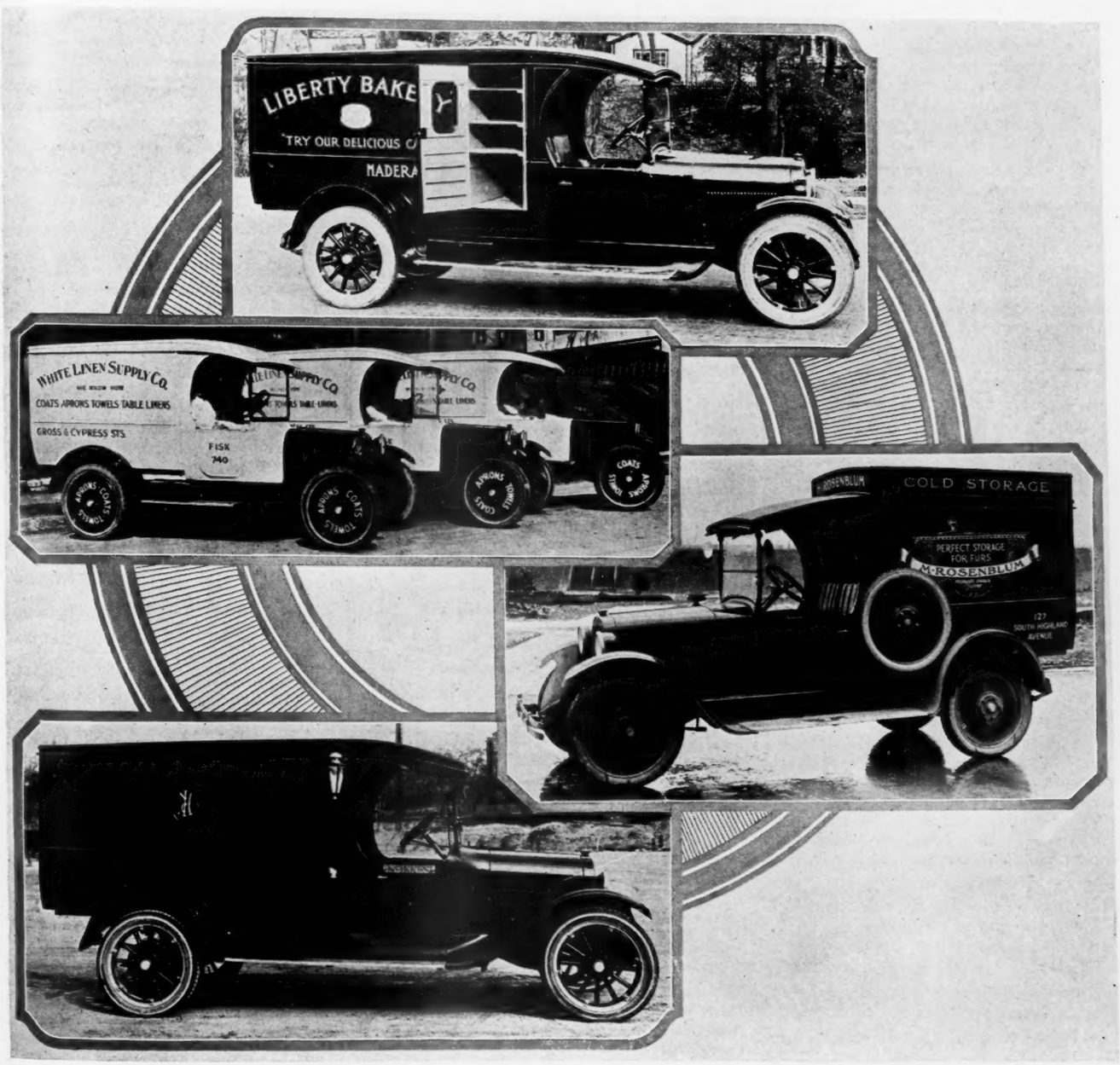
Various minor points are individual with the salesmen. Some get their prospects from friends and those they have sold, but a general rule is to watch for expanding businesses and be on the job when they want new equipment.

Testimonials are not lacking and good use is made of them. One used extensively by the Saupp men is from an H. C. Frick Company official. Two trucks were bought for one of the mines and the superintendent in a letter wrote that "unusual service is being given by the trucks, which have now traveled 20,000 miles each with practically no repair bill. The original tires are still on the trucks."

This affords reason for another argument for pneumatic-tired trucks. It is claimed that if the truck is properly balanced, the tires will always last longer than solid tires.

A circular card used by the salesmen points out that a bus used on a Southside

(*Continued on page 76*)



This Group Shows Some of the Special Body Applications Sold by the Saupp Organization

The baker's job at the top eliminates useless steps to the back door where the load becomes light; the disk wheels lend themselves to advertising on the laundry job; showing how the furrier's needs were met by raising the top of a regular panel job; a regular panel body transformed into a reasonably priced body for the undertaker's business.

The Grocery Store on Wheels

Mototeria Solves the Marketing Problem for the Busy Housewife and Opens a New Field of Prospects for the Enterprising Motor Truck Merchandiser

THERE is being spent today and every day in the United States, $49,000,000 for food stuffs, by the 35,000,000 women who provide home meals for the tired business man. For every person in the family these shoppers spend 45 cents every day for each one of the 105 million of us. If she does her shopping by phone she must add 5 per cent to every dollar she spends. Then when the store delivers the order that adds another 10 to 15 per cent to the price—for he must charge for this service or lose money on your business.

On the other hand, if the woman goes to the non-delivery or chain store she saves the phone and delivery items, but spends an hour or more, depending on the distance, to get the groceries and meats. Even though her time has never been valued in dollars and cents—it is nevertheless an expense and often an inconvenience to her to spend an hour a day "at the store."

Let us look at the marketing situation from another standpoint. It has been carefully estimated that 15 cents out of every dollar spent for foodstuffs must go towards running expenses of the store—in other words, into overhead. This is not for wages to the producer, a wholesaler's profit, nor transportation—but just for rent, heat, light, clerk hire, hand bills, advertising and other necessary expenses. These items, which you pay for when you buy groceries or meats at the store, consume one-seventh or a little more of your monthly food bill. These are facts—taken from proven statistics and should be of vital interest to every man and woman.

An Opportunity for the Small Grocer

The average chain stores sales in large cities is $475 per week and the average net profit is between 2 and 3 per cent—and that 2 per cent plus, is hard to get; it requires scientific management to do it. More than this, few stores turn their stock more than 13 times per year, and they have to turn it 8½ times per year to keep out of the bankruptcy courts. You will wonder that any of them can make money when there are 457,000 grocers and butchers for the 24,000,000 families in the country—or one tradesman for every 54 families.

Is it anything to be surprised over then, that only five grocers out of every hundred succeed in business. Fifteen out of every hundred stagger along the financial edge, barely making a living, and eighty grocers out of every hundred last only seven years or less.

Yet, fighting against all those odds, and with all this apparent inefficiency and expensive distribution we do have groceries and good groceries too, and we also have many good business men who have studied the conditions of the sale and distribution of foodstuff with the worthy object of making the business less hazardous for the proprietors, and increasing the convenience and lowering the cost to the customers.

Taking the store to the customers is not particularly a new idea in itself, but the store on wheels, called the Mototeria, as conceived by L. B. Watson with its many novel and patentable features and worked out with the assistance of M. L. Pulcher, President of the Federal Motor Truck Company, are a long step towards solving many of these questions.

Mr. Watson started with the knowledge that there was a great economic waste in the retailing of household commodities. He saw the duplication of work, capital and stocks and the tendency of "old man overhead" to eat into the retailers profit and increase the cost to the customer. He saw several competitors dividing a trade which was hardly large enough to support one of them. He appreciated the situation from the buyers' standpoint—saw the burden which replenishment of the larder imposed on rich and poor alike from the standpoint of rising costs and time taken to secure necessary foodstuffs. So he began to plan a method which would eliminate waste and conserve time and capital. The result is the Mototeria.

Can Serve 400 Families a Day

In the first place the Mototeria is a serve-self store on wheels capable of serving 400 families per day with a complete stock of groceries, breads and cakes, fruits, green and staple vegetables, meats and drug sundries. It has but one clerk who is also cashier as well as driver. His store is 22 feet long by 7½ feet wide, yet so conveniently are the commodities arranged, each with its own price tag, and so easy to operate is the overhead basket carrier device that ten or twelve customers can wait on themselves at one time. If the housewife has babies and no help it is quite impossible for her to go to the store down the street, but here is a well stocked, low priced "chain store" right at her door where she can get her "items" and be out of the house but a few minutes.

That is well enough you say, but these women have to pay extra for this service, don't they? Well that is just what Mr. Watson determined to find out. The result was much thinking and a study and planning and a thorough analysis of the field which the new store, the Mototeria, was intended to cover. The first unit was built and stocked complete including everything that a chain store would carry, but having several features borrowed from the old neighborhood shop thrown in by way of good measure. The first unit was put to work for the Wright and Parker Stores, a chain comprising 80 units, in Detroit last August, on trial.

The Wright and Parker Company were open minded enough to find out if this was a better method of food distribution.

The shoppers took it up immediately. While they had appreciated the chain store with its lower prices, yet they had to carry the goods some distance which was usually a bother. Here was a store which was lighted and heated, neat, clean and sanitary—but best of all with everything needed for breakfast, lunch or dinner and with good savings on each item. Naturally the women liked it—and Wright and Parker were both surprised and pleased over it.

Where the average chain store receipts were under $500 per week the Mototeria started doing a $1000 business per week before it had been long on the route. Further, by a reduction in clerk hire, savings in rent, light, heat, window displays, and other items, the profit increased from 3 per cent to 12 per cent even when the retail prices were kept equal to the chain store prices. Instead of drawing an indifferent trade from a radius of 3 to 5 blocks this store visited the families in 35 to 40 blocks every day.

More Customers, Hence Greater Turnover

Further, it was found that the turnover possible by increasing the number of customers was almost unheard of in the grocery or meat trade. The turnover of the usual chain store is thirteen times per year, while a 10 cent store turnover averages 24 times. The Mototeria turns its stock 100 times yearly. Daily replenishment was found to lighten the load and permitted the carrying of a greater variety as well as assuring fresh stocks at all times.

The Mototeria carries assorted meats, but mostly cold meats for immediate use, because of lack of cutting facilities. Its

The Mototeria Has Opened Markets Which Have Heretofore Remained Undeveloped

The duties of the man in charge of a Mototeria are really those of a cashier rather than a clerk. He is also the driver. The customers serve themselves with the aid of an ingenious carrier system which provides a market basket for each purchaser. The basket is suspended from an overhead trolley which permits the basket to move along with the shopper. When the shopping is completed, the articles are then checked and payment received by the man in charge. Only one man is required to operate the Mototeria. One cabinet in the store carries drug sundries, and which incidentally, has proven a very profitable part of the business. The rear is constructed almost entirely of plate glass and forms a very attractive display window for fruits, vegetables, etc. The store is suitably lighted and ventilated and, needless to say, attractively painted both inside and outside.

meat order system, however, is a great convenience and saving to both operator and customer. Meats are ordered one day for the next. These are cut exactly as ordered, both as to the particular cut and also as to the weight, in a central sanitary refrigerating plant and wrapped and labeled for delivery to the customer. It has been estimated that an operator with eighty such stores could save $50,000 per year on efficient meat cutting alone, and another $60,000 for truck hire for trucks now used in supplying the regular stores.

A plate glass "show window" in the rear of the Mototeria provides display of green groceries and fruits. Potatoes and other bulk vegetables are sacked in varying quantities in bins all ready for the customers. In winter the Mototeria is heated by a novel system utilizing the hot water from the engine.

It is also planned to have a laundry pick up with one or two day service in connection with the Mototeria. Large compartments are provided in the body for this purpose. A banking system which is done by a stamp and card system has also been worked out by the designers of the new store which has many interesting phases. The taking of coal orders with one day service is still another plan which may have many economic sides. Indeed it is well within the probabilities that this system of household service with its many attractive features may revolutionize our whole scheme of food and household necessity distribution, and it is within the realm of reason that the bulk of the purchases for the household will be done in future years—right at our door.

The Mototeria is modern and progressive. The Wright and Parker Company have proven it. They have purchased a fleet of them and are erecting a combination warehouse and garage to serve them. Many other firms have investigated and purchased them. Even in its infancy the idea has taken hold of the merchants. If you see one in your neighborhood—investigate for yourself.

Free Bus Service Solves Parking Problem

Washington Department Store Runs Free Bus Service Between "Unlimited Parking" Areas and Its Store to Pick Up Customers Who Drive Their Own Cars

THAT the parking situation in our large cities is becoming a very serious matter, presenting not only a difficult problem for our city fathers to solve but causing merchants to rack their brains in an effort to keep pace with the onrushing tide of traffic regulations, is clearly evidenced by recent occurrences in Washington, D. C.

Some time ago the Commissioners of the District of Columbia took up the matter of parking on the streets of the down-town section of the city and after much deliberation issued the following edict: "That vehicles may not be parked on any street in the down-town section or business district for a period exceeding sixty minutes, except in 'unlimited parking areas' as designated by the Commissioners."

But 'tis an ill law that does no one harm. One of Washington's largest department stores, Woodward and Lothrop, came to a quick realization of the fact that the new parking regulations of the Commissioners were working hardships on their customers especially those that came to shop in their own cars and who were forced to park in the unlimited parking area and which necessitated a walk of about 5 or 6 blocks to the store. The officials of this enterprising firm decided that some plan must be devised whereby the store could be brought closer to this shopper who drives her own car. After considerable thought, it was decided that a free bus service from the store to the unlimited parking areas would solve the problem and thus came into being the Woodward and Lothrop Free Coach Service. A circuitous route was arranged from the store to cover the unlimited parking areas and the most important transfer junctions and a 25-passenger White bus was purchased. This bus makes regular 15 minute trips every day from 9:15 A. M. until 6 P. M. from the store, stopping at the designated stops to pick up shoppers who have parked their cars in the privileged parking space, and other shopper at various other stops where there are important transfer junctions.

The bus is equipped with special signaling device, ventilators, folding door and step, automatic heating system and numerous other features which combine to make this bus not only a good advertisement for the officials of Woodward and Lothrop but to finish its customers with a real service.

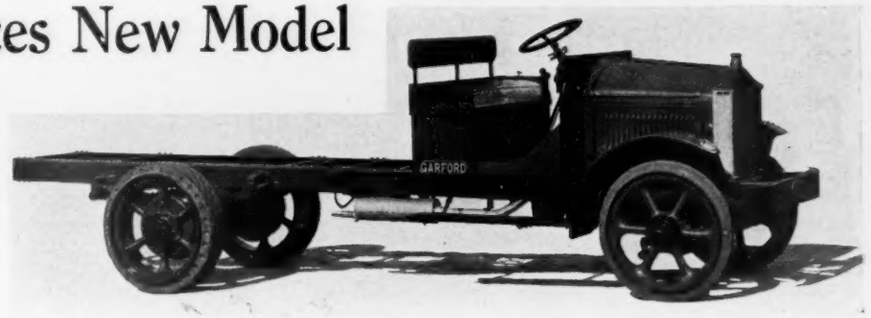
Map Showing Route Which the Free Coach Service Bus Makes Between the Department Store and the Parking Areas. At Left is Shown Passengers Boarding the Winthrop and Lothrop Bus at One of the Stops in the Unlimited Parking Areas of Washington.

Garford Announces New Model

IN the new Model 50 now being placed on the market by the Garford Motor Truck Co., the severe requirements and exacting service desired in 2½-ton service have been achieved.

Length of life and continuity of service were considered first in the selection of metal wheels, seven inch frame with many well braced cross members, stout propeller shafts, strong springs of the highest grade alloy steel throughout, large spring shackle pins with broad bearing surfaces, Timken bearings in wheels and transmission, counter balanced engine, and sectional radiator with cushion support.

The comfort of the driver has been carefully considered in deep, specially shaped seat cushion and tilted seat back with the steering wheel comfortably slanted; brake and gear shift levers long and close to the driver's hand, and the control switches on the instrument panel within easy reaching distance.



The Garford Model 50; a 2½ Ton Model

Plenty of power is available in the generous size of the engine while the double transmission with its additional speeds gives the opportunity for a lower gear reduction in low speed, and a higher road speed without increasing the engine turn over. In reverse four speeds are available.

The three-point Garford spring shackle is also featured in this model. This design permits the driving and load carrying strains to be distributed over several spring leaves. Springs are positively anchored to the axle by a device eliminating any possibility of shifting.

Republic Models for Bus Service

THE Republic models 80 and 81 are designed for bus work, being low in platform height. The top of the frame is 21 in. from the ground. Many of the new Republic features are incorporated in this model. Starting with the radiator, the design has been improved, adding greatly to the appearance. A drop forging fits inside the shell and acts as a bracket for the head lamps, as well as to strengthen the shell. The head lamps are held by a tie rod on the outside. This radiator support acts as a carriage for the radiator core and the core does not fasten to the shell as is customary. This prevents the radiator from being damaged in any way, due to strains caused by uneven or bad roads.

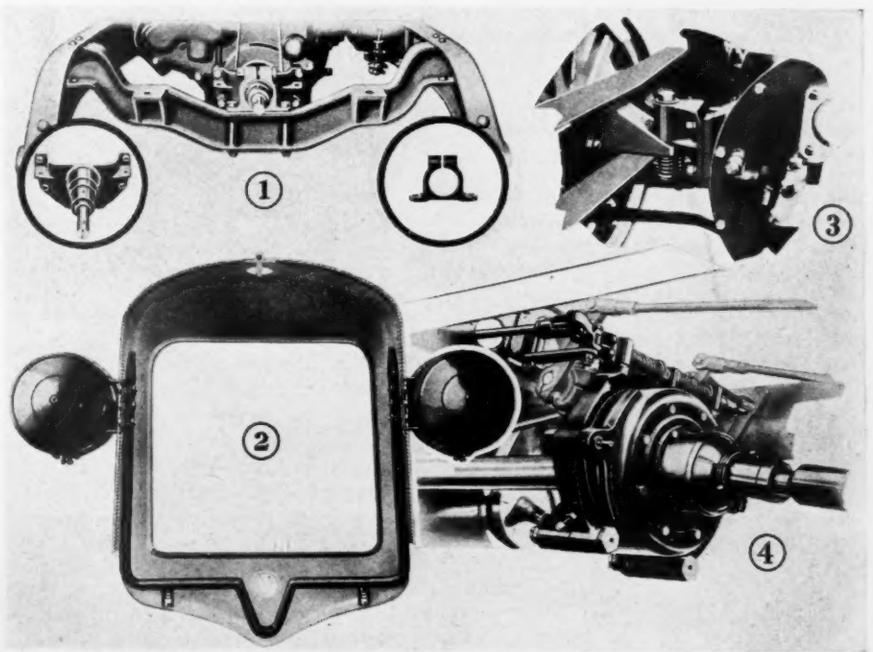
The removable engine nose is a feature. The front cross member is riveted to the frame while the engine nose fastens to it with two removable bolts. The rear of the engine is suspended at two points. Each of these points of suspension are of the Universal type and each has a spring that allows the support to absorb the road shocks. This design makes the engine three point suspended and of course allows it to be easily removed by removing the engine nose.

The ignition system is grouped at the front end of the engine with the coil and distributor head well up and away from grease and dirt. The carburetor is also up and easy to get at and is fitted with the United Air Cleaner.

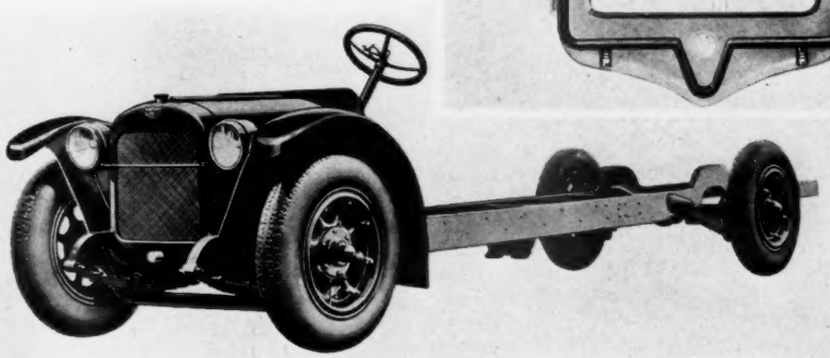
The engine used has 4 cylinders with five bearings. Each bearing is mounted on a rigid web and this checks the vibration at its source. Full pressure oiling is provided for all main and connecting rod bearings.

The instrument board is arranged so that the instruments are in line with the driver's vision. The design of the instrument board is such that it protects the wiring from the weather.

The Republic patented drive shaft brake is used. This brake is fastened to center cross member and is operated by two contracting shoes which provide positive braking and also makes all parts very accessible and easily removed.



Above: 1. The Removable Motor Nose, Showing Accessibility. 2. Radiator Core Support. 3. Rear Motor Support Universal Type to Absorb Road Shock. 4. Republic Patented Drive Shaft Brake.

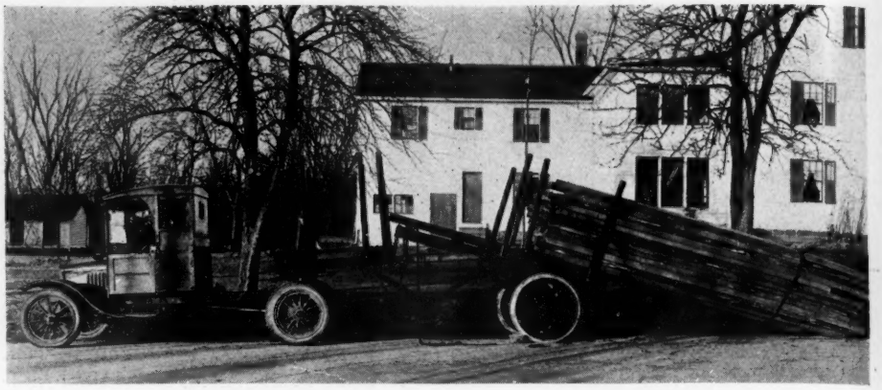


The Republic, Model 81, Bus Chassis

Martin Semi-Trailer for Lumber Dealers

THE Martin Fifth Wheel & Trailer Co. of Springfield, Mass., has recently brought out a semi-trailer for lumbermen which greatly reduces the cost of moving lumber. This trailer eliminates the necessity for raising and lowering the front end by jacks for disconnecting and connecting. In operation an empty trailer is backed up to a lumber pile; the support is lowered until the wheels touch the ground; the driver pulls a lever disconnecting truck and trailer and drives away. This operation takes less than one minute and the truck is ready to be attached to another trailer that we assume is already loaded.

To connect, it is only necessary to back the truck against the trailer. The attachment is made automatically. A binding chain is thrown over the load and is drawn tightly by a toggle binder—time twenty seconds. The driver then gives the wheel operating the jack screw a whirl and the supporting wheels are raised clear of the ground—high enough to avoid striking any obstacles in the road.



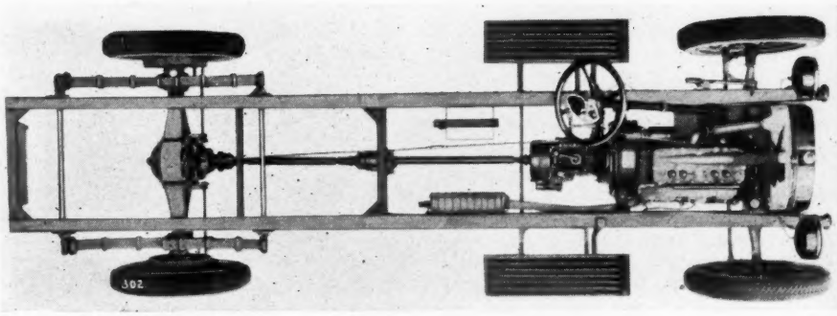
The Martin Semi-Trailer Delivering a Load of Lumber
The rear half of the trailer raises as the lumber is rolled off so that the final drop is only a matter of a few inches, thus preventing splintering of the board ends

When the loaded trailer reaches its destination, the driver disconnects the toggle binder, rolls the load back until it tips and the load slides until the rear end hits the ground. Then by driving out from under the leaves the lumber piled on the ground in exactly the position it occupied on the trailer. The final drop is only a few inches, so there is no danger of splintering the ends of the lumber.

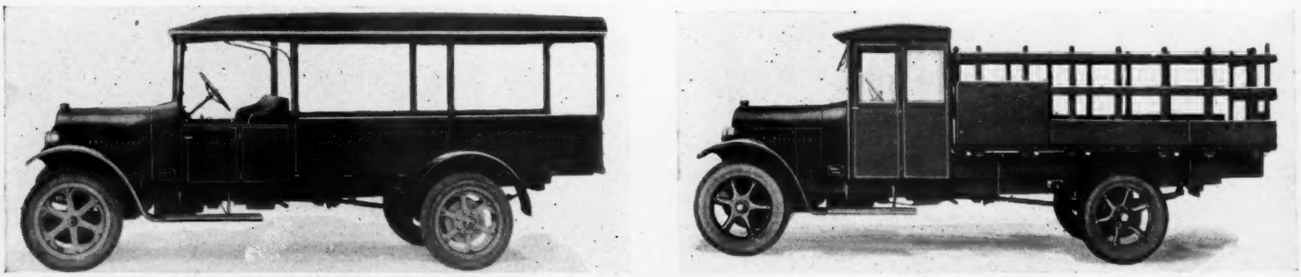
New Stewart 1½ Ton Speed Truck—Model 17

TO meet the demand for a 1½ ton speed truck, having sufficient wheelbase to handle bulky loads, the Stewart Motor Corporation of Buffalo, N. Y., have just announced an entirely new 1½ ton speed truck, chassis price of which is $1595, f. o. b. Buffalo. This new chassis has a standard wheelbase of 145 in. and can be furnished in special wheelbase of 160 in. The frame is of pressed steel, 6 in. deep at point of greatest depth.

The weight of this chassis, less water, oil and gasoline, is 3200 pounds. The maximum speed is well in excess of 40 m. p. h. The engine is remarkably free from vibration, due to the five main bearings on the crankshaft and is in perfect static and dynamic balance.



Chassis View of the Stewart Speed Truck



Two of the Four Standard Bodies Built by Stewart for the New Model 17

Four standard types of bodies are available at the Stewart factory for this chassis. Covered express body, 10 ft. long, 43 in. wide. Stake body with vestibule cab, measuring 10 ft. long, 60 in. wide. Stakes 36 in. high. Open express body 10 ft. long, 43 in. wide, and a special type combination stake and open express body, which is ideal for farmers. This body is 10 ft. long, 66 in. wide and the stakes, which are removable, are 46½ in. high. Additional chassis specifications of this model will be found in the specification table in this issue.

New Bus Association Formed in Indiana

The Motor Bus Association of Indiana to include about 120 motor bus lines of the state was perfected in Indianapolis recently, with about 50 motor bus routes and organizations of the state present as charter members.

Longer Life to Trucks—

with this *Resilient* metal wheel!

DO you realize how vital a part the wheels play in determining the kind of service that trucks give—and the cost of that service?

In addition to possessing tremendous strength, Bethlehem Wheels are resilient. They soften the shocks and jolts that keep hammering away at the chassis and tend to shorten its useful life. Wear and tear is everywhere lessened—and especially on those vital parts that the springs do not protect—the drive shaft, differential and rear axle.

The ability of the Bethlehem Wheel to soften road shocks lessens the burden on the tires, too. In severe service, particularly in cities, Bethlehem Wheels add materially to tire mileage.

If you are interested in lower operating costs for trucks, let us explain how Bethlehem Wheels can contribute an additional measure of economy and serviceability to the finest trucks.

BETHLEHEM STEEL COMPANY
General Offices: BETHLEHEM, PA.

Sales Offices in New York, Boston, Philadelphia, Washington, Pittsburgh, Detroit, St. Louis, Baltimore, Atlanta, Cincinnati, Cleveland, Buffalo, Chicago and San Francisco

BETHLEHEM ROLLED STEEL TRUCK WHEELS

New Double Deck Coach Mounted on Pneumatic Tires

THE Los Angeles Motor Bus Company, which is owned and operated jointly by the Los Angeles Railway Corporation and the Pacific Electric Railway Company, is fast developing a motor bus system that is planned to render unified and thorough transportation service to all parts of the city not already adequately served by rail. This is a large undertaking, but is being gone into with the idea of developing a system to meet in advance the needs that will develop during the coming years.

A new double deck motor coach said to more than double the practical operating range of this type of vehicle, has been placed in service by this company. The coach is capable of maintaining a speed of more than 33 m. p. h. and the rear platform is three inches lower than the level of the floor of the body. The passenger rises only 10½ ins. to the entrance step, and thence 8 ins. to the platform, where the conductor stands in the bend of the stairway. Access to the upper deck is gained by a curved stairway of 7 steps, rising 68 ins. to the floor of the upper deck. Headroom in the lower deck is gained and height of the upper deck is minimized, by giving full headroom over the aisle only. The ceiling is dropped 10 ins. over the seats, then with the upper deck seats placed back to back, the raised portion over the downstairs aisle comes up under the upper seats and the upper floor is laid on the portion that forms the lower ceiling of the deck below.

The lower seats, which are all within

This 58-Passenger Faegol Coach Develops 33 m. p. h.

100 hp. engine provides exceptional accelleration. On account of its unusual speed and comfort, it is believed that this type of coach will be able to render satisfactory suburban service for distances up to 30 or even 40 miles, which service has heretofore been considered as only within the scope of fast single deck coaches.

The coach is said to be the first double decker ever designed with pneumatic tires on all wheels; 36 x 8 in front, 34 x 7 dual at the rear, mounted on cast steel spoke type wheels. Other features that make riding comfortable are the Gruss air springs, long steel springs, and an extremely low center of gravity.

The Fageol double decker seats 58 persons, 26 inside the lower compartment and 32 on the upper deck. The overall height is 10 ft. and 1 in., and the floor of the upper deck is only 7 ft. 2½ ins. from the ground. The floor height of the lower deck is 22½ ins. and headroom of 74½ ins. in the lower compartment has been provided.

With a floor height of only 22½ ins. on the lower floor, the passenger has only a little way to climb in entering. The the closed body, are of the conventional street car type, upholstered in genuine leather. All the windows are set in narrow brass sash and can be raised. Additional ventilation is provided through weather-tight ventilators in the roof, and by adjustable windshields. The customary lights, buzzers, card racks, safety tread, etc., are included as standard equipment while the interior is finished in mahogany.

The upper deck seats are woven of heavy flat rattan and consist of two cross seats over the upper deck extension in front and two long seats placed back to back down the center, over the aisle of the lower deck. A heavy safety rail extends clear around the upper deck. Every second post is fitted with a signal button.

The coach is designed for one man or two man operation. The emergency exit at the front, and doors at the rear, make it possible to close off the upper deck and change to one man operation, using only the lower deck. A separate entrance for the driver has been provided in addition to the front and rear passenger doors.

Transmission and clutch are made by Brown-Lipe and are mounted in a unit with the engine. Four forward speeds and one reverse are provided, with the direct drive on fourth. The clutch is of the multiple dry disk type, with thirteen disks. The drive shaft is in three sections with four Spicer universal joints. Two self-aligning bearings mounted on cross members hold the drive line in position.

Adequate brakes are one of the most important items in passenger coach construction and present one of the most serious problems. Westinghouse air brakes are used as standard equipment. The brake drums are 18 ins. in diameter and have a 4 in. face, and are fitted with renewable steel liners. The brake shoes are internal expanding and are equipped with renewable soft steel liners, which bear directly on the steel surface of the drum. This braking system is claimed to be positive in action at all times, takes hold smoothly and silently does not chatter, and is forever free from freezing, sticking, grabbing, or loss of efficiency due to oil or water in the drums. The emergency brake is of the conventional hand lever type.

The total weight of this coach is 13,200 lbs., with 5600 lbs. carried by the front axle and 7600 by the rear.

Standard equipment includes 12-volt, 20-ampere electrical equipment, consisting of Delco generator, 12-volt battery, Delco starter, full set of head and tail lights, step lights, interior lights, buzzer system, rear-vision mirror, Moto-Meter, electric horn, automatic windshield cleaner, air filter for carburetor, illuminated destination sign, electric stop warning at rear and heavy bumpers front and rear.

How to Use the Crescent Wrench

The Crescent Tool Co. of Jamestown, N. Y., has received numerous requests for instructions as to the proper way of using the Crescent wrench.

When turning a nut in a clockwise direction with the Crescent 22½ degree wrench, be sure that the solid jaw is at the right of the nut being turned. When turning a nut the other way, reverse the position of the wrench.

Reference to the diagram will show the reason for this. The strain is placed on the bearing surface and the heavy shoulder of the movable jaw, thus relieving the knurl and pin of any stress which would result in their breakage.

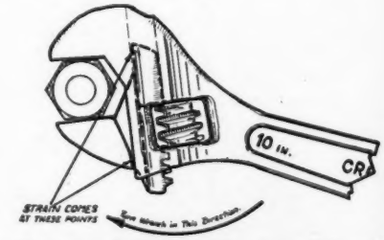
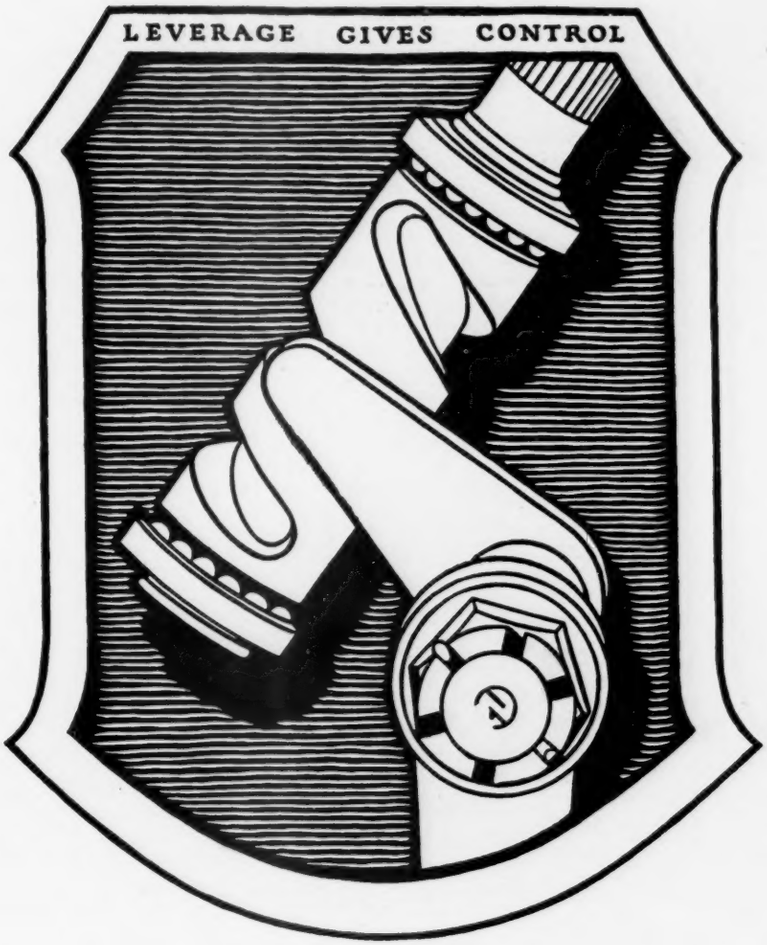


Diagram for Using Crescent Wrench

Always tighten the wrench so that the nut is gripped solidly. This distributes the strain upon the whole surface of the jaws and prevents their being broken or sprung. It also makes it impossible for the wrench to slip, which would damage the nut and perhaps injure the operator.



YOU STEER *ALL* THE TIME

WHEN you drive an automobile, you've got to steer all the time. This physical strain, now increased by balloon and balloon-type tires, is being realized by car-owners. Easier, better steering is being demanded—and Ross *supplies* it!

Write for the facts

ROSS GEAR AND TOOL COMPANY, *760 Heath Street,* Lafayette, Indiana

ROSS

CAM *and* LEVER STEERING GEARS

EASIER STEERING LESS ROAD SHOCK

The Madden Hydraulic Equalizer for Brakes

THE object of this device, known as the Madden Hydraulic Equalizer, manufactured by the Turner & Moore Mfg. Co. of Detroit, is to provide means for equalizing the brakes on either two or four wheel brake equipped trucks and passenger cars. It is claimed that this advice will operate regardless whether one or two brake rods are broken. In other words, if one brake rod breaks pressure on the remaining brake rods will be equalized.

The accompanying drawings show the layout of this device on a four wheel brake vehicle. (See Fig. 1).

In the drawing (Fig. 2), four cylinders are shown in line, and not as they are arranged in the finished product. In the bottom of the cylinders there is a by-pass port connecting all cylinders. Assuming that the piston rods 1, 2, 3 and 4 are all various lengths instead of uniform length as shown, it will readily be seen that if the cylinders are raised in a vertical line and the ends of the piston rods pressed against a straight line that the liquid will be displaced from one cylinder to the other, thus equalizing the pressure on the end of the piston rods. If this is kept in mind the reader will have no trouble understanding the actual working of this device.

The operation of this device and the installation of same to any mechanical brakes is very simple. It is mounted on a cross member any place back of the foot pedal. The pull rod from the brake pedal is connected to the cylinders. Therefore when the brake pedal is moved forward it carries the cylinders forward, cushioning the pistons against the liquid.

Any variation in the brake rods or brake bands due to wear or any other cause is immediately compensated by the liquid flowing from one cylinder to the other through the by-pass port. The end of the piston rods are connected to the brake levers. The brake levers in turn are connected to cross shafts as shown.

Referring to Fig. 1, it will be noted that the cross shafts are separated in the center, which makes their action independent of one another, and are positively controlled by the pressure of each piston against the liquid. The rocker shaft bearings are part of the main bracket which carries the guide rods making a complete sub-assembly of this device.

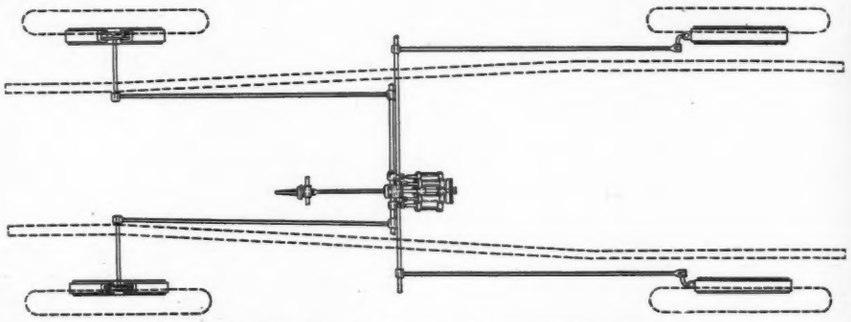


Fig. 1. Showing the Application of the Madden Equalizer

This company disagrees with the statements made by several engineers in their paper on brakes, in which they make the statement that there is no brake equalizing system designed but what if one brake, for any reason, goes out of commission they all go out. With the Madden Hydraulic Equalizer, they state that if one brake rod or brake band goes out of commission for any reason, it releases the pressure of the cylinder controlling that particular brake causing ¼ further travel of the foot pedal. This is due to the fact that the liquid from three cylinders is going into one, therefore the movement will be one-third of the total brake adjustment, which is set at ¾ in. If two brake rods are broken the pistons and two cylinders are forced forward thus giving a difference in brake pedal movement of ⅝ in. Unless the brake pedal is set very close to the floorboard no difference would be noticed.

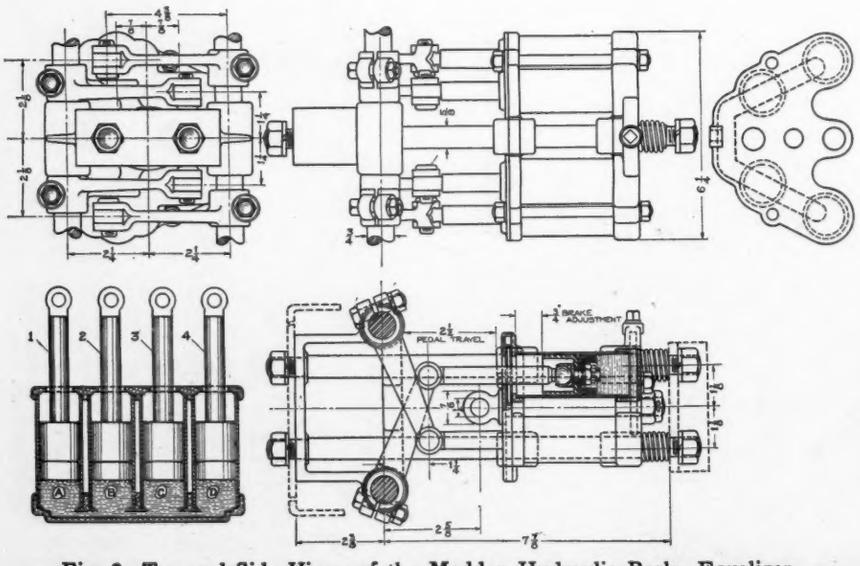


Fig. 2. Top and Side Views of the Madden Hydraulic Brake Equalizer
The four cylinders are shown in a straight line and not as they appear are arranged in the finished product. Note the oil by-pass connecting the four cylinders.

Biflex and Halladay in Big Manufacturing Merger

The Biflex Products Co., of Waukegan, Ill., and the L. P. Halladay Co., of Decatur, Ill., have been merged into what is claimed to be one of the largest automobile bumper manufacturing organizations in the world. The two plants will be operated as separate units and the leading executives of each will figure in the personnel of the new organization.

The two lines, it is said, will be retained practically intact as they do not conflict from a sales standpoint and the arrangement will permit of more simplified buying and marketing and a higher rate of general efficiency.

Production capacities at both Waukegan and Decatur are being greatly enlarged and to provide means for this a $500,000 7 per cent stock issue has been approved, underwritten by Carrell & Co., Chicago bankers.

The personnel of the two companies under this new arrangement is as follows:

Biflex—W. G. Pancoast, president; L. P. Halladay, vice-president; W. G. Frotenhuis, vice-president; W. E. Ericson, vice-president and general sales manager; M. B. Ericson, secretary-treasurer and general manager.

Halladay—L. P. Halladay, chairman of the board; W. G. Pancoast, president; A. G. Grim, vice-president; continuing as manager of the Decatur plant; M. B. Ericson, secretary-treasurer.

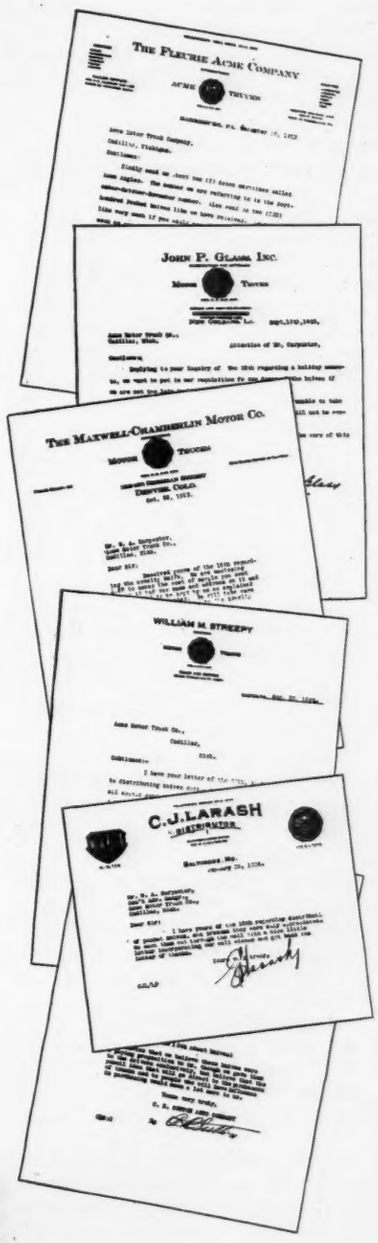
The Martin Fifth Wheel & Trailer Company of Springfield, Mass., has completed plans for greatly enlarging and extending its business. This was necessitated by the increase in the demand for trailers. The entire plant of the old Belcher & Taylor Agricultural Machine Company has been taken over and will be immediately fitted with the newest up-to-date machinery for quantity production.

THESE STRAWS SHOW!

They show which way the sales wind is blowing for the Acme 20L Speed Truck. They tell their own story. But we want you to know the features of the Acme 20L Speed Truck that caused those letters to be written. Fleet owners today buy their transportation units on their transportation value. So Acme 20L Speed Truck must prove interesting to value-buyers.

5 to 7 Years' Life

The Acme 20L Speed Truck is built by a heavy duty manufacturer, of real truck units, with electric lights and starter. Hence a wonderfully sturdy construction, that gives it a life of *5 to 7 Years,* instead of the usual 1 or 2 years. It is powered with a 58 horse-power motor, giving it a speed of over 35 miles an hour. Yet no vibration at 2500 RPM. It has a pay-load capacity of 3000 pounds—yet it handles with the flexibility of a passenger car. It is amazingly thrifty in its operation, amazingly dependable in its performance.



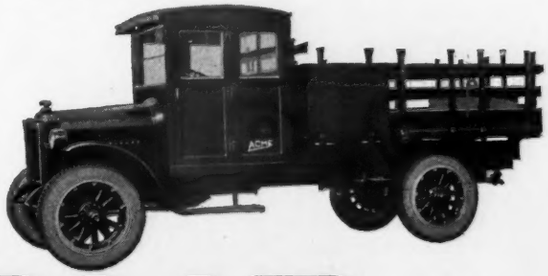
Letters

1. "Acme 20L Speed Truck is a great seller. The chassis is creating quite a sensation."
2. "The ease with which the Acme 20L Speed Truck handles, the smooth action of the motor and the movement in all speeds was commented on by all. Something entirely new in the way of a commercial truck."
3. "This job is a winner. I have never driven a truck that ran any smoother."
4. "The Acme 20L Speed Truck is the finest thing of its kind we have ever seen."
5. "As soon as I get this one Acme 20L Speed Truck I can sell ten more."

If you buy or sell trucks send for circular and full information on the Acme 20L Speed Truck today.

ACME MOTOR TRUCK COMPANY
531 Mitchell Street Cadillac, Michigan

"Acme Covers the Whole Field of Trucking Needs With the Balanced Acme Line"



ACME

Trade-Mark Registered in U. S. and Other Countries

ACME THE TRUCK OF PROVED UNITS

Are You Selling Your Service to the Fleet Owner

(*Concluded from page 64*)

the value of the firm's policy of putting out only the very best work. The regular men are made to feel that they are part of the firm. They realize that the firm depends on them to fulfill its contracts with the customers. Strangers, hired by the hour cannot be expected to take the same viewpoint in this respect as can permanent employees.

"We try as far as possible to eliminate, in our workmen, any signs of the 'I don't give a damn' attitude, stated Mr. Harrison.

"The man with a fleet of trucks, we honestly believe, and cannot equip to take care of it. He has, we'll say, ten trucks. He has a mechanic. That mechanic cannot take care simultaneously of three trucks needing repairs at the rush season. Again, if the ten trucks are being well driven and cared for by drivers, the mechanic has nothing to do," Mr. Harrison explained.

Another argument used by the Harrison people in going after the work of large fleet owners is that use of the Harrison service eliminates the necessity of having on hand at all times large stocks of parts for their cars.

Again, when there is a "come-back" on a job, it doesn't cost the owner any more. The Harrison guarantee is for excellent work and if a job falls down for any reason, that guarantee means that it will be done again without one penny of additional cost.

The Davis Cylinder Reamer

The Davis Cylinder Reaming outfit has recently been placed on the market by the Davis Boring Tool Co., of St. Louis, Mo. There are a number of features embodied in this tool which insure rigidity when operating. The reamer is supported by a 2 in. diameter feed shaft which has a 14 in. bearing which extends through the main casting.

The tool can be supplied with a ratchet handle for hand power to small garages where their work is limited and for the large garage or service station with a geared head to be driven by an electric drill.

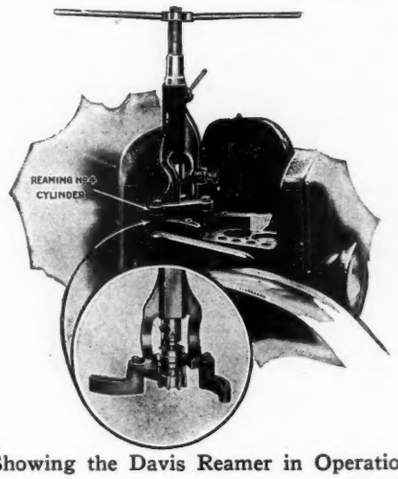
The complete fixture is composed of one cast iron base or body, slitted at the back and clamped with a bolt, one bushing, one steel feed bar, one feed nut, three adapter clamps and the ratchet handle. Any or all of the four sizes of reamers ranging from 2¾ in. to 4⅜ in. inclusive are furnished, together with necessary spanner wrench for adjusting.

The weight of the fixture is only 76 lbs., while the weight of the four sizes of reamers varies from 3½ to 10¾ lbs. making a total of only 80 to 86 lbs. as a working weight.

The cast iron base firmly holds the bushing through which the feed bar travels. The supports on casting are reinforced to provide extra rigidity and the three adapter clamps (pivoted on bottom of casting and which in turn are bolted to block), have perfect bearing surface to insure the finished hole being absolutely square with the face of the block.

After withdrawing reamer, fixture is unbolted and removed from block after which bushing and feed bar are brought to original starting position. Fixture is then ready to locate and bolt on next cylinder hole and the operations repeated.

The real feature of this outfit lies in the cutting tool itself—the Davis Expansion Cylinder Reamer. It is specially designed for reaming cylinders and has eight special formed Right Hand Spiral Blades, specially stoned to take a shearing cut that will leave a highly finished bore.



Showing the Davis Reamer in Operation

The Davis Reamer is self-centering and adjustable by .001 in. with expansion obtained by merely turning graduated adjusting nut as desired—no screws to loosen and retighten. With each outfit the Davis Stoning Fixture is included, which permits sharpening the reamer in less than five minutes without any possibility of error.

Selling the Prospect at His Own Front Door

(*Concluded from page 65*)

line has gone 100,000 miles and is still doing 100 miles a day, with the owners having no desire to trade it. This body is on a Graham Brothers 1½ ton chassis, one of the Dodge Brothers lines.

That the body plays an all important part in selling trucks is shown by the few examples cited herewith, which prove that if the salesman will study the body requirements of his customers' business—sales will be more readily consummated.

A furrier named M. Rosenblum was willing to purchase a Dodge panel truck when it was discovered that the depth of the body would not permit him to hang his fur coats on racks in making deliveries. It looked like a lost sale when the idea was proposed of raising part of the roof eight inches. This body which is illustrated worked out to the entire satisfaction of the buyer.

The Liberty Baking Company didn't like the idea of their drivers being compelled to jump far into the front end of a 96-inch panel truck as the load was diminishing, so the idea was concocted by the Saupp company of taking a rear door and building it in the side. The curve at the bottom of the door fitted the side of the truck exactly. The drivers of the baking company were thus enabled to save much time.

The Lewin-Neiman Company bought five trucks after a three-year chase, that was never given up by the Saupp salesman. They became truck converts as the result of packages being missed through outside delivery agents. Figures showing results obtained on other trucks landed the order finally.

An unusual job was performed to get an order from Samuel McKnight Hardware Company. A longer body was desired than the chassis could accommodate. The chassis was split and lengthened 24 inches. An extra universal joint was installed thus making unecessary the lengthening of the drive shaft.

The demand for a low cost funeral car was met by using an ordinary 96 inch panel truck, painting it a deep black, placing lamps on the side and a monogram in the center. (Illustrated)

A beautiful line of white-painted trucks was prepared for the White Linen Supply Company. Disk wheels were suggested so that the company might paint an advertisement on them.

These are just a few of the many installations made by this company in which body suggestions helped to sell the customer.

New Concern to Take Over Master Motors Corporation

Application for a charter of incorporation has been filed by the Master Motor Truck Manufacturing Co., a new concern which has taken over the physical properties, trademark and good will of the Master Motors Corp., 2381 Archer Ave., Chicago.

M. S. Rosenfield was president of the Master Motors Corp. While formal organization is to be worked out by the new company, it is said C. C. Smith will serve as president and general manager. Mr. Smith is a widely experienced truck builder, having had a hand in constructing the Randolph truck which flourished years ago to be subsequently taken over by G. M. C. and put on the shelf.

Theo. B. W. Zumstein, well seasoned in truck merchandising, will be in charge of sales. He will be assisted by "Bob" Crowthers, who also will handle the advertising.

The Archer avenue plant has capacity for 174 trucks a month which should meet the company's requirements for some time to come. The company will continue the production of heavy service trucks and making buses. Fiscal details related to the organization will be announced later. "We are not bothered about such details," said Mr. Crowthers. "They will be handled with facility in time. Just now we are more interested in getting manufacturing well under way." The business outlook, according to Mr. Crowthers, is good. The new organization starts off highly optimistic.

Advanced Merchandising Methods *the Basis* *of* Garford Distributors' Prosperity!

The dealer who secures the Garford franchise receives not only the selling rights to a well-known line of motor trucks, that covers every field of haulage, but he gets as well the whole-hearted and active support of the entire Garford organization.

In providing the truck users of his community with Dependable Transportation and the Service that assures operation at *lowest cost per ton mile,* the Garford Distributor is free to call on Garford Engineers whenever he feels it is necessary.

Their specialized knowledge of hauling requirements gained from many years' experience and study is always at his disposal. This close co-operation has resulted each year in tremendous sales increases. The first four months of 1924 already show that this year will be the biggest Garford year the trade has ever known.

With the busiest buying season just beginning, an alliance with Garford at this time is well worth serious consideration.

May we give you detailed information? Write or wire our factory.

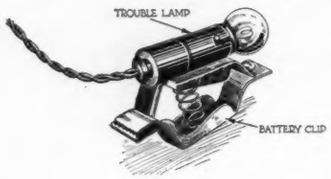
The Garford Motor Truck Company, Lima, O.

Manufacturers of Motor Trucks 1 to 7½ Tons

GARFORD

DEPENDABLE TRANSPORTATION

SHOP HINTS

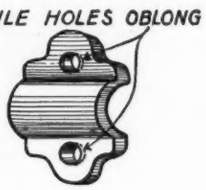


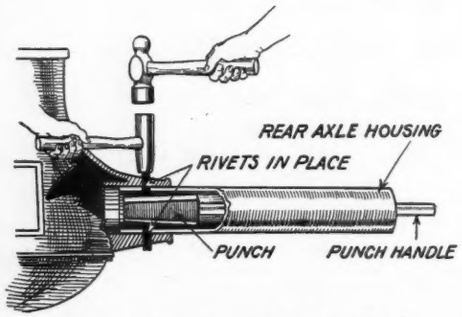
Handy Mounting for Trouble Light

A battery clip makes a very handy mounting for a trouble light of any kind if the lamp base is soldered to the clip, as shown in the illustration. This removes the handicap of having to hold the lamp while working.

To Make Fords Start Easy

Often in an old Ford engine hard starting is due to the fact that bearing wear permits the crankshaft to shift away from the magneto coils, thereby producing a weak spark at low engine speeds. This can be cured by filing the main bearing cap holes slightly oblong so the cap can be set to hold the crankshaft closer to the magneto coils, thereby producing a better spark at low speeds.—Geneva Machine Works, Geneva, Ind.



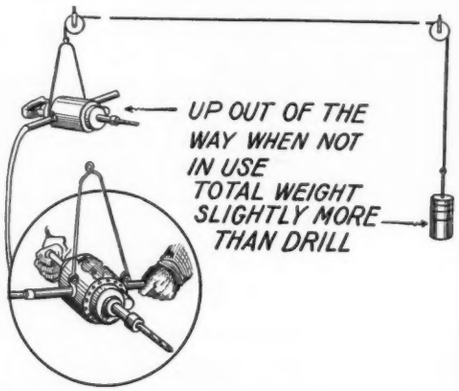


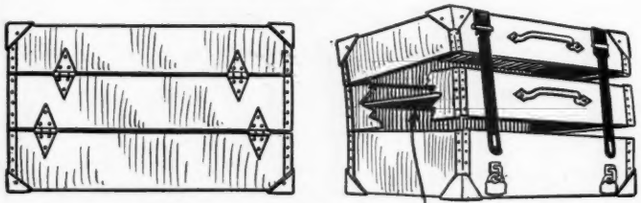
Riveting Axle Housing and Tubing

The following method of riveting axle tubing in the axle housing has been used in our shop and the resulting job has been found serviceable. The tubing is first set in place and the holes drilled in it. Two rivets opposite each other are then put in place with the heads on the inside. A flat tapered punch with a long handle is then driven in place so that the tapered end butts the two rivet heads. Heat the rivets with an acetylene torch and when hot drive both rivets at the same time, tapping the punch occasionally. Do the rest of the rivets likewise, that is in pairs.—Young's Machine Shop, Springfield, Ill.

Right: Counter-Weight for Drill

The arrangement of pulleys and counterweight as shown in the illustration helps sustain the weight of the drill enabling the operator to do more accurate work with less effort, and, moreover, holds the drill up out of the way when it is not in use. This arrangement is used in a Ford dealer establishment in San Francisco in connection with pneumatic drills.—Charles W. Geiger, San Francisco.





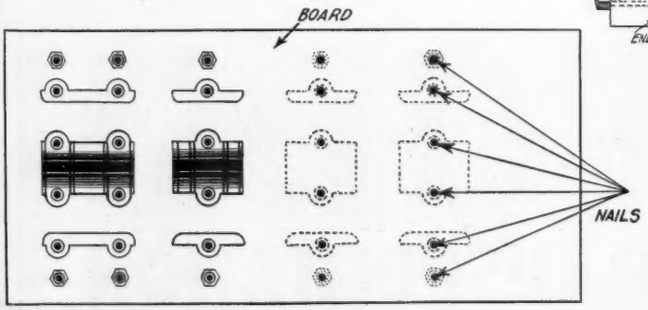
PARTITION FOR TOOL RACK

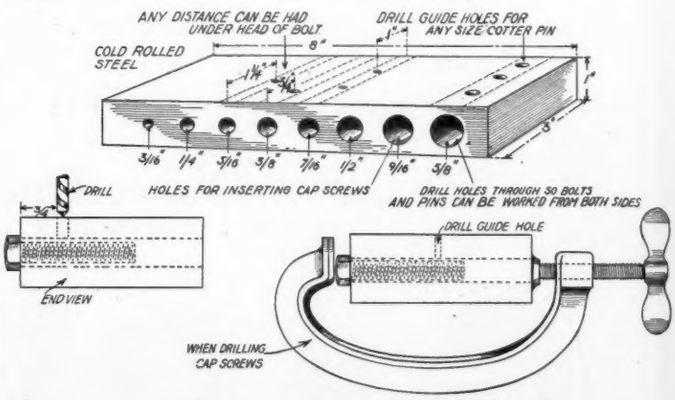
Left: Handy Portable Tool Box

I have made up a convenient box with three compartments hinged to open like a book which has proved a time and tool saver. Both sides of the partition in the middle section are used to hold tools, springs being found to form a convenient means of holding them in place. In the case of punches a small leather bag acts as a good holder. The bottom section is used for heavy tools, and the top for tools that are small and used much. This container is a time saver since the mechanic always knows where the tool wanted is located, and moreover, the loss of tools is reduced. Springs from an old Victrola make good clips to hold the tools to the middle section. The lighter tools should be placed on the under side of this section—E. D. Brown, New Orleans, La.

Below: Parts-Board for Bearing Work

When removing the main bearing caps of an engine, as in scraping in the bearings, it is important that the caps, shims and nuts be replaced in proper order. We use a board with nails and place it beside the stand and as each nut, cap and shim is removed they are slipped over the nails. If the job goes over until the next day the board can be placed where it will not be disturbed. The sketch illustrates a practical layout.—Roy C. Lockwood Garage, Stamford, Conn.





Above: Cotter Pin Hole-Drilling Jig

The accompanying illustrations show the method accurate drilling of holes in bolts for holding castellated nuts with cotter pins. It facilitates starting the drill in the bolt and assures the repair man that the hole will be the correct distance from the head of the bolt. The block is of cold rolled steel with holes for the different diameters of bolts, and holes for the drill at various distances from either side of the block. The bolt can be held in place in the block by a clamp as indicated.—F. J. Wilhelm, Cincinnati, Ohio.

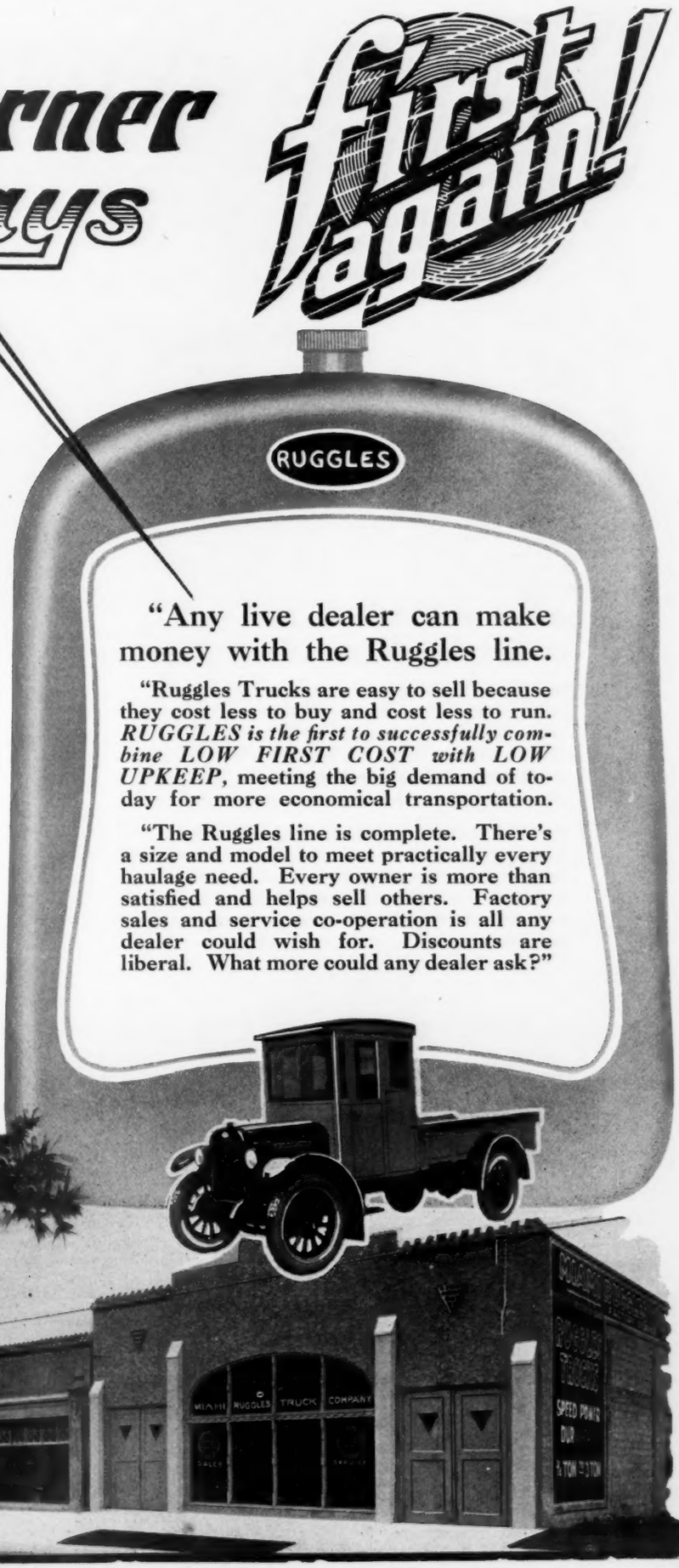
"Tom" Turner says

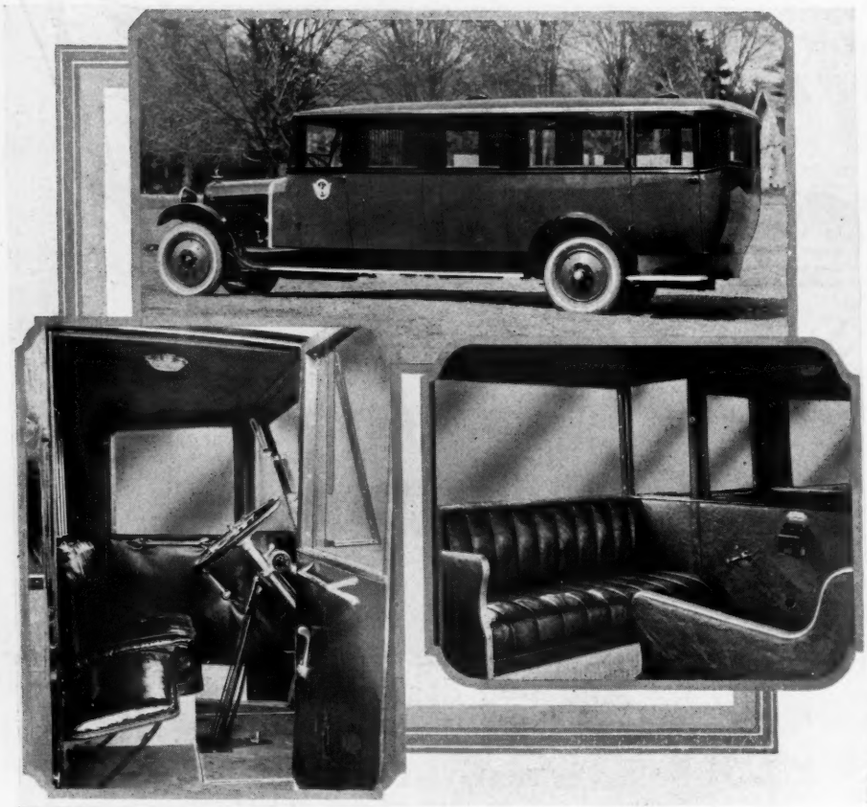
"TOM" TURNER
Ruggles Distributor at Miami, Fla.

Mr. Turner has made a splendid success selling Ruggles Trucks and is recognized as one of the leading truck merchandisers in the South

We have an interesting and profitable proposition to make to aggressive dealers. Write for particulars.

RUGGLES MOTOR TRUCK COMPANY
Saginaw, Mich.


First again!
RUGGLES
"Any live dealer can make money with the Ruggles line.
"Ruggles Trucks are easy to sell because they cost less to buy and cost less to run. *RUGGLES is the first to successfully combine LOW FIRST COST with LOW UPKEEP,* meeting the big demand of today for more economical transportation.
"The Ruggles line is complete. There's a size and model to meet practically every haulage need. Every owner is more than satisfied and helps sell others. Factory sales and service co-operation is all any dealer could wish for. Discounts are liberal. What more could any dealer ask?"
MIAMI RUGGLES TRUCK COMPANY
SALES
SERVICE



Outside and Inside Views of Reo Sedan Body for Scenic as Well as Interburban Travel. Note Extra Seat in Driver's Compartment, Lower Left. Smoker Compartment in Lower Right

Reo 22-Passenger Sedan Has Three Compartments

A cross-country 22-passenger bus of the Sedan type is the latest addition to the Reo line. The body is mounted on the six-cylinder bus chassis described in our March, 1923, issue and incorporates three distinct compartments — driver's passengers' and smokers.' All seating is deeply upholstered, as illustrated.

The driver's seat is of the individual, roomy type. Two doors are provided for this compartment. An upholstered auxiliary slab type seat is mounted on the partition in this compartment and can be used for overloads when not in conflict with the existing law governing capacity. However, this seat is so mounted that when not in use it may be folded up against the partition.

The passenger compartment consists of two full length seats, both of which face forward. This compartment is directly behind the driver's compartment. There is a clearance of 34 in. from the back of one seat to the back of the other and the head clearance is 54 in. A separate door is at the right hand side of each seat and these doors, the same as all others, are fitted with double catches to prevent accidental opening. A roof ventilator is placed in the center of the compartment. Two flush type dome lights provide ample illumination.

The smoker's compartment is located at the back of the body and consists of one full rear and two side seats. This compartment is partitioned off from the rest of the body, the upper half of the partition consisting of three windows. The rear end of each side seat is of heavy wood construction, reinforced by heavy aluminum binding. There are two doors for the smoking compartment, one on each side of the body.

A light fitted with red lens is set in each upper corner at the rear of body, these being of the flush type. There is also a light with a green lens at each side at the front end of the body.

A long, continuous running-board serves as a step for the entrance to the driver's and passengers' compartments and a short separate running-board is used for the smoker's compartment. Both sides of the body have the same style running-boards.

Maintenance Equipment Show Exhibits

(*Continued from page 20*)

Stevens tools designed to reduce the cost of service and increase shop profits.

Storm Mfg. Co., Minneapolis—Models R, M and S, Stormizing machines, also Storm automatic honing machine and Storm hone.

United Motors Service, Inc., Detroit, will have a novel exhibit, including electrical service features educational to the trade. The plans provide for the reproduction of a typical specialized electrical service station which will be equipped in every detail with all of the special tools and testing equipment essential to rendering high grade electrical service on Delco, Remy, Klaxon and other lines included in this organization. Most of the equipment will be in operation with an attendant making tests and demonstrating electrical service work.

United States Air Compressor Co., Cleveland, will exhibit Usaco single and two-stage compressors in various types, including an LB-5 heavy duty, water-cooled air compressor which is adapted for the larger garages and service stations requiring air not only for tire inflation service but for automobile wash racks, pneumatic tool work, opening and closing doors and general cleaning purposes. There will also be shown the Standard De Luxe automatic air-cooled equipment adapted for tire inflation and employed by gas filling stations, garages, etc.

Universal Tool Co., Garwood, N. J.—Universal power driven reboring tool and the Universal cylinder hone with equipment.

Van Norman Machine Tool Co., Springfield, Mass.—Franklin Model B valve grinder, Van Norman Valvo valve grinder, Van Norman Relio No. 2 piston grinder and Franklin double ended reseating reamers.

W. A. Mfg. & Sales Co., Bloomfield, N. J.—Fixtures for fitting bearings in gasoline engines.

Walden, Worcester, Inc., Worcester, Mass.—Complete line of wrenches, including standard lines of stock socket wrenches.

Wayne Tool Mfg. Co., Waynesboro, Pa., will exhibit Wayne cylinder boring machine, electric valve grinder, adjustable reamers, valve seat reamers, bushing puller and bearing mandrel, which is employed for scraping in connecting rod bearings as well as aligning pistons.

Weaver Mfg. Co., Springfield, Ill., will demonstrate their complete garage and shop aquipment line, which includes the following: Auto twin jacks, New Way jacks, truck wheel attachment for Hi-Lift jack, puller clamps, ring gear riveting tool, bucket pumps, safety service cans, Universal tire changer, tire spreader, Universal axle stand, auto ambulance, towing pole, Hi-Speed forcing press, rear axle attachments, truing fixture, disk wheel truing attachments, vertical chucks, auto hoist, safety stands.

Joseph Weidenhoff, Chicago—Full line of Weidenhoff electric service station equipment, including test benches, generator testers, puller presses, battery testers, cell testers, growlers, armature and field coil testers, armature test leads, mica undercutters, magnet rechargers, puller plates, "Perfection" driving units, test vises, driving chucks, "Cadmium" test prods, etc.

Wood-Imes Manufacturing Co., Minneapolis, will exhibit the following "Wood-Imes" products: Heavy duty crane, light-duty crane, leverage jack, dolly jack, quick-lift tire jack, self-aligning lapping tool, and water circulating pump for Ford cars and trucks.

In addition the following concerns will exhibit their products at the show:

Allen Electric Mfg. Co., Detroit.
Automotive Electric Service Association, New York.
Automotive Maintenance Machinery Co., Chicago.
Automotive Merchandising, New York.
Champion Pneumatic Machinery Co., Chicago.
Class Journal Co., New York.
Durand Steel Locker Co., Chicago.
Eastern Machine Screw Corp., New Haven, Conn.
Faw Co., J. H., New York City.
Gisholt Machine Co. Madison, Wis.
Globe Register Co., Cincinnati.
Holmes Co., Ernest, Chattanooga, Tenn.
Hunt Mfg. Co., Geo. L., Boscobel, Wis.
McQuay-Norris Mfg. Co., St. Louis.
Motor Service, Chicago.
North East Service, Inc., Rochester, N. Y.
Precision Truing Machine & Tool Co., Cincinnati.
Snap-On Wrench Co., Milwaukee, Wis.
Society of Automotive Engineers, Inc., New York.
Taft-Pierce Mfg. Co., Detroit.
Timken Roller Bearing Service and Sales Co., Canton, Ohio.
Tinius Olsen Testing Machine Co., Philadelphia.
Vichek Tool Co., Cleveland.
Wayne Pump & Compressor Co., Quincy, Ill.
Wilson, K. R., Buffalo, N. Y.
"X" Laboratories, New York.

Those concerns which have been awarded space since the first allotment include:

Allyne-Zerk Co., Berger Manufacturing Co., Clipper Belt Lacer Co., Cleveland Twist Drill Co., Fleming Machine Co., Greb Co., Husky Wrench Co., Louisville Electric Manufacturing Co., David Lupton's Sons Co., Manufacturing, Equipment & Engineering Co., Monogram Lens Co., Raybestos Co., Snap-On Wrench Co., Smith's Inventions, Inc., L. S. Starrett Co., Surface Combustion Co., United States Electrical Tool Co., Vellumoid Co.

THE COMMERCIAL CAR JOURNAL

Entered as second-class matter at the Post Office at Philadelphia, Pa., under the act of March 3, 1879

Vol. XXVII PHILADELPHIA, JUNE 15, 1924 No. 4

Published the 15th of each month by the

CHILTON COMPANY

Chestnut and 56th Streets Philadelphia, U. S. A.

C. A. MUSSELMAN, President A. H. VAUX, Sec'y and Ass't Treas.
A. B. SWETLAND, Vice President H. J. REDFIELD, Treasurer

ADVERTISING DEPARTMENT

GEORGE H. DUCK, Business Manager, Commercial Car Journal
GEORGE D. ROBERTS, Advertising Manager Chilton Publications
C. S. MILLS, New York B. F. MacVEIGH, Detroit
A. N. GODING, Philadelphia LOUIS BROOKMAN, Jr., Chicago
A. H. BRACE, Cleveland J. L. MANDABLE, Chicago
L. W. PERKINS, Cleveland C. M. MINIER, Los Angeles

EDITORIAL DEPARTMENT

C. A. MUSSELMAN, Editor in Chief
ALBERT G. METZ, Managing Editor
C. P. SHATTUCK, Field Editor DONALD BLANCHARD, Detroit

TABLE OF CONTENTS

	PAGE
Advertisers' Index	150
Bus Table	44
Buyers' Index of Reading and Advertising Pages	144
Commercial Car Specifications	33
Editorials	27
News of the Trade, Including Personals, Factory Items, Etc.	28
Replacement Table	46

SPECIAL ARTICLES

This Organization is Doing It! Are You?	9
Maintenance to Receive Greater Recognition by the Automotive Industry	11
Motor Truck Price Trend Chart	13
The Outlook for the Motor Truck Industry is More Encouraging!	14
What Business is Your Passenger Car Prospect In?	15
Profit-Sharing Plan Stimulates Sales	17
Parts and Service Facilities Given Prior Consideration in Building New Branch	19
Is the Piece-Work System Practical and Profitable?	21
Service Built Up This Brake Lining Business	25
Standard Replacement Parts Association Formed at Detroit	62

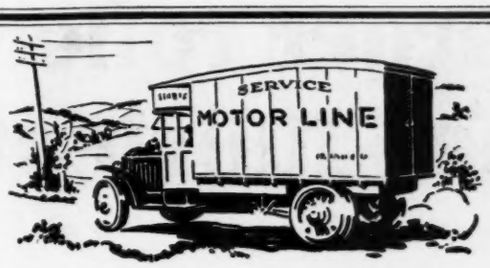
SUBSCRIPTION RATES

United States and Possessions	$2.00
Canada	3.00
Foreign	4.00
Single Copies	40c

Make Checks, Money Orders, etc., payable to Chilton Company

Change of Address—Subscribers desiring their address changed should give the old as well as the new

The COMMERCIAL CAR JOURNAL is a member of the Audit Bureau of Circulations, the Recognized Authority on Circulation Audits



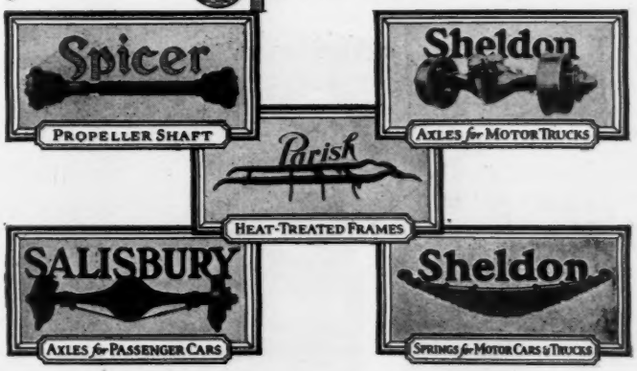
UNDER great rumbling trucks carrying heavy loads on long hauls, and under swift city delivery wagons, you will find Spicer Drive Shafts.

Though designed for vastly different needs, they are alike in perfect reliability. Spicer Universals are standard on the majority of trucks with a national reputation for reliability, such as

AUTOCAR	KLEIBER
BROCKWAY	MACK
DIAMOND T	MASON
FAGEOL	NASH QUAD
FEDERAL	PIERCE-ARROW
GARFORD	REPUBLIC
GOTFREDSON	STANDARD
INDIANA	WHITE

YELLOW COACH

Associated Spicer Companies



Spicer Manufacturing Corporation, South Plainfield, N. J.
Parish Manufacturing Corporation, Reading, Pa.
Sheldon Axle & Spring Company, Wilkes-Barre, Pa.
Salisbury Axle Company, Jamestown, N. Y.

0110-3

Larger rollers–more rollers that lubricate themselves!

IT cannot be denied that in building the rollers longer and larger in diameter and using more of them in each Bearing—Gilliam has a greater carrying capacity with less friction.

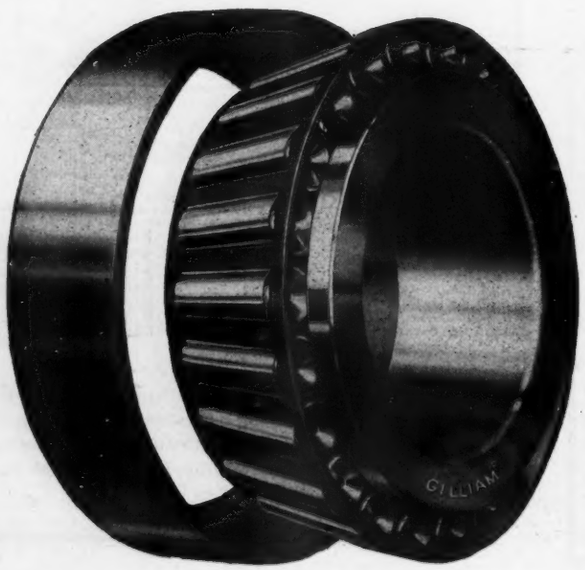
Each Gilliam Roller is concave at the thrust end thus providing a lubricant reservoir from which, as the bearing revolves, the lubricant is drawn to the contact surfaces by capillary attraction.

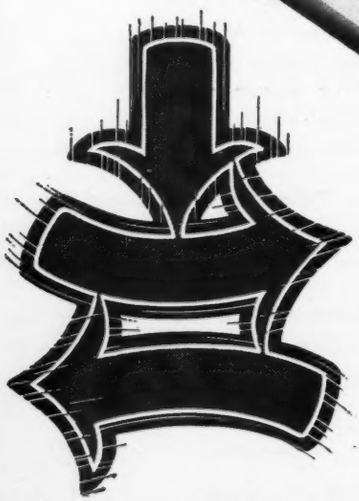
Gilliam rollers of alloy steel scientifically heat treated and accurately ground give the maximum in strength and uniformity.

THE GILLIAM MANUFACTURING CO.
CANTON, OHIO

Axle manufacturers using Gilliam Tapered Roller Bearings include: Adams, Clark, Columbia, Eaton, Flint, Salisbury, Standard Equipment, U S, Vulcan, Wisconsin.

GILLIAM TAPERED ROLLER Bearings





The arrow symbol signifies the recognized ability of Gilliam Tapered Roller Bearings to carry all combinations of radial and thrust loads from all directions. This better bearing performance is due to the tapered roller principle, exclusive features of design and high grade alloy steel construction.